

The **CHEMIST AND DRUGGIST**

For Retailer, Wholesaler and Manufacturer

OCTOBER 12 1957



Keldon Ltd.,
Perivale, Middx.

Behind your display
is all the power of

FAMEL

PRESS AND TV ADVERTISING





SMITH
OF EDINBURGH

ETHYLMORPHINE

Ethylmorphine Hydrochloride B.P.C. — white micro-crystalline, colourless powder.

HOMATROPINE

Offered as Alkaloid, Hydrobromide, Hydrochloride, Methylbromide and Sulphate.

HYOSCYAMINE

Alkaloid, Hydrobromide, Hydrochloride, Sulphate —to official specifications where applicable.

MORPHINE

Long experience and modern manufacturing techniques enable us to supply material of unvarying quality.

SANTONIN

Colourless, odourless, white crystalline powder, offered in packs $\frac{1}{8}$ th oz. upwards.



T. & H. SMITH LTD · BLANDFIELD CHEMICAL WORKS · EDINBURGH 11



NEW



*plastic baby pants have
all-welded seams*

The pearl-white film is lanolin-impregnated—so soft and smooth for baby. LI-LO baby pants are washable, completely waterproof, non-staining **and hygienic** too!

New LI-LO baby pants are in elastic or open leg styles (large and medium sizes) and the famous LI-LO 'Snappifit' design. All three contain lanolin—and all bear the seal of the Good Housekeeping Institute. Every pair of LI-LO baby pants is individually packed in an attractive envelope; one dozen of a style and size to a counter display carton.

Popular LI-LO Rubber baby pants in superfine white rubber sheeting are still available, in two styles—elastic or open leg, in large and medium sizes.

Obtainable from your wholesaler, but should difficulties arise in obtaining supplies, write to us for your nearest distributor.



P B COW & CO LTD · 12 HAY HILL · BERKELEY SQUARE · LONDON · W1



**HIGHER THAN EVER
'PHILISHAVE' SALES
THIS CHRISTMAS—**

IF YOU ACT NOW!



Already people are wondering what to give for Christmas. So get the thought into their minds that this year they're going to give the men in their lives something *every* man would like—the 'Philishave'. Display the 'Philishave' with its colourful Christmas wrapper . . . and display the lively sales material freely available from Philips. Put it up early . . . put it up prominently . . . and put up your Christmas 'Philishave' sales to an altogether new height!

BUILDING UP TO A BUMPER CHRISTMAS

DUAL-VOLT MODEL AC/DC
110-130v., 200-250v.

£7.14.2 (tax paid)

Standard Model AC/DC 200-250v.

£6.17.6 (tax paid)

Battery Model (Operates on three
 $1\frac{1}{2}$ v. batteries).

£7.12.6 (tax paid)

The tremendous pre-Christmas advertising barrage for the 'Philishave' with the slogan "He Deserves that 'Philishave' for Christmas" will cover more than 80 publications (including national newspapers and magazines, provincial newspapers and women's magazines), a poster campaign, regular weekly broadcasts from Radio Luxembourg, and frequent appearances on TV. All this will create an immense demand . . . so stock up early or you may miss sales!



PHILIPS PHILISHAVE

THE DRY SHAVER WITH ROTARY ACTION—THE WORLD'S TOP SELLER

A PRODUCT OF PHILIPS ELECTRICAL LIMITED

NEW!

here's the

Philishave

Easy

Payments scheme

to 'PEP' up your sales to a new high!

Philips introduce the 'Philishave' Easy Payments Scheme, designed to extend the sales appeal of the 'Philishave' to the widest possible market. There's no doubt that dealers who operate this scheme will have a big advantage over those who don't. Every go-ahead dealer, in fact, will want to make use of it right away. Look at these advantages and you'll see why!

- * The 'Philishave' Easy Payments Scheme can definitely increase your sales.
- * is very easy to operate.
- * offers ideally easy terms.
- * involves minimum dealer responsibility. No risk of bad debts!

PHILIPS PHILISHAVE

the dry shaver with the biggest world sale

If you haven't yet got a leaflet about the 'Philishave' Easy Payments Scheme, post this coupon today for full information:

Electrical Appliances Division,
Philips Electrical Limited,
Century House,
Shaftesbury Avenue,
London, W.C.2

NAME

ADDRESS

C.D.



A "Standard"

THE
**"SURE
 SHIELD"**
 SERIES

of "Quality"



Also in
 1/-
 Heat-
 sealed,
 moisture-
 proof
 cartons.



Samples
 on request



and
 1/9
 tins

We specialise in Chemists "own name" packs, and can offer a prompt and efficient service. A very comprehensive range of official lozenges and pastilles in stock.

Enquire for Price List and direct buying terms to:

THOS. GUEST & Co., Ltd., Carruthers St., Manchester 4

STERADENT

REGD.

Change in retail prices

From October 7th, 1957, the
 retail prices of Steradent
 will be as follows:—

"A" size **2'8** inc. P.T.

"B" size **1'6** inc. P.T.

RECKITT & COLMAN LTD., LONDON AND HULL

'IMPACT' advertising
 creating new sales records!

NERVONE

The New Nerve Nutrient

T.V. publicity is now adding impact to the hard selling press and poster campaigns. Your profit is 50% on cost. It will pay you to stock and display 'NERVONE.'

OBTAINABLE FROM WHOLESALEERS EVERYWHERE

QUEEN



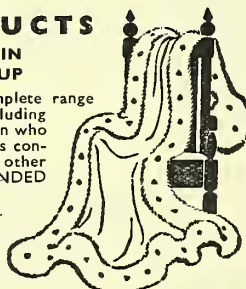
**Non Allergic
 BEAUTY PRODUCTS**

**THE SAFETY FACTOR IN
 EVERY DAY MAKE-UP**

Queen beauty products form a complete range of toilet and beauty preparations, including lipsticks, specially for those women who have sensitive skins. Queen products contain no orris in any form, nor any other skin irritants AND ARE RECOMMENDED BY THE MEDICAL PROFESSION.

Obtainable from your Wholesaler
 or direct from...

BOUTALLS CHEMISTS LTD.
 60 Lambs Conduit St., London, W.C.1



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Just the wrapping paper

FOR THE Christmas gift.

CERTOR SNOWFLAKE DESIGN

The Certor Snowflake design Christmas Wrapping Paper (in red, green, blue and gold) is a most attractive paper. It is colourful and seasonal. It is of good quality bleached kraft. It is keenly priced. The sheets are 20" x 30".

Ream (480 sheets) Half ream 144 sheets
59/3 30/- 18/9

CERTOR CHRISTMAS COUNTER SATCHEL (5" x 7" x 9½")

is in a matching design on bleached kraft paper.

500 1,000 5,000 10,000 25,000
Per 1,000 23/6 22/9 22/- 21/6 21/-

CERTOR FILM FACE BAG

(7" x 10") with Christmas design in red, gold and white, enhances the gift.

Per 100 250 500 1,000
6/6 15/6 30/- 57/6



For your decorations

SWIRL DESIGN METALLIC PAPERS,

an exclusive pattern, give lustre to your decorations. Available in silver, gold, red and green. Rolls 20" wide by 11/12 yds. long.

Roll (inc. Tax)
Silver ... 11/10
Gold, red and green ... 13/-

PRINTED DISPLAY PAPERS

in attractive designs (22" x 11/12 yds. long) ... 9/2 per roll
Send for our illustrated price list showing details of our Christmas papers and bags, toilet and manicure gift sets, electric blankets and other electrical goods, etc.



MACDONALD & SON LTD. of MANCHESTER & LONDON

PORTLAND MILL, ASHTON-UNDER-LYNE, LANCs.
TELEPHONES: ASHTON-UNDER-LYNE 4422 (10 LINES).

25 HOLYWELL ROW, LONDON, E.C.2.
LONDON BISHOPSGATE 4809 (2 LINES).

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Bronnley

PRE-MAKE-UP SOAP

*The Cosmetic innovation
of the year*

*a facial cocktail
& a firm foundation
for the whole day*

*Another Bronnley
Quality Soap*

H. BRONNLEY & CO. LTD., LONDON, W.3





MODESS SUPERSOFT

In this entirely new sanitary towel, petal-soft fabric combines with a unique fluffed filling to give feather-light protection and complete confidence. Thanks to years of research in laboratories on both sides of the Atlantic, you can now offer your customers a soluble towel giving the ultimate degree of comfort—yet costing only **2/- PER BOX OF 12.**

also



MODESS WITH COTTON WOOL
A luxury towel with extra strength and absorbency.
2/- PER BOX OF 12



MODESS SOLUBLE
with the luxury gauze cover.
1/11 PER BOX OF 12



Johnson & Johnson

The world's most trusted name in surgical dressings

JOHNSON & JOHNSON, PERSONAL PRODUCTS DIVISION, SLOUGH, BUCKS



The Cox organisation has extensive facilities for the development, production and packaging of pharmaceuticals to private formulae.

For excellence of manufacture and the personal services available it is probably unsurpassed anywhere in the world.

ARTHUR H. COX & CO. LTD.
BRIGHTON · ENGLAND

THE FOREMOST TABLET HOUSE

ANAXERYL

Bailly



is particularly appropriate for the treatment of
Dry or Squamous Dermatitis
Psoriasis · Lichen Planus
Epidermidomycosis
Epidermidophyton
Tropical Tinea.

CONSTITUENTS: Dioxyanthranol,
Ichthammol, Salicylic Acid, Resorcin, Balsam
Peru, Ol. Rusci, in Paraffin. Mollé base.

PRICE TO YOU:

40 gm. Tube 32/11 per doz. incl. P.T.

Retailing at 3/6 per tube.

1 lb. Dispensing Pack . . . 15/- each

BAILLY LIMITED, LONDON

Sole Concessionaires:



BENGUE'S BALSAM

Rapid relief from the pains of
MUSCULAR FATIGUE
AND STRAIN

PRICES TO YOU:

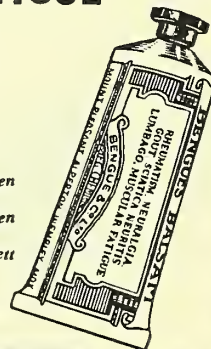
½ oz. tube:
15/9 plus 4/7 P. Tax per dozen

1 oz. tube:
27/6 plus 8/- P. Tax per dozen

1 lb. Dispensing Pack: 28/- each nett

RETAILING AT:

2/2 and 3/9 per tube respectively.



BENGUE & CO., LTD., Manufacturing Chemists,
MOUNT PLEASANT · ALPERTON · WEMBLEY · MIDDLESEX



With an eye to more business

Distler, the world's most compact high precision battery shaver, is selling fast *everywhere* — because it gives perfect electric shaves without plugs, points or mains problems. There's bright display material to sell more Distler Battery Shavers to more and more customers.



Show and Sell

DISTLER

Town n' Country

BATTERY SHAPER

(Made in Western Germany)

Look!

Low retail price

£5. 15. 6

(Incl. P.T.)

Less Batteries

Ask your wholesaler today, or write to:

DISTLER LIMITED, 5 CONDUIT STREET, LONDON, W.1

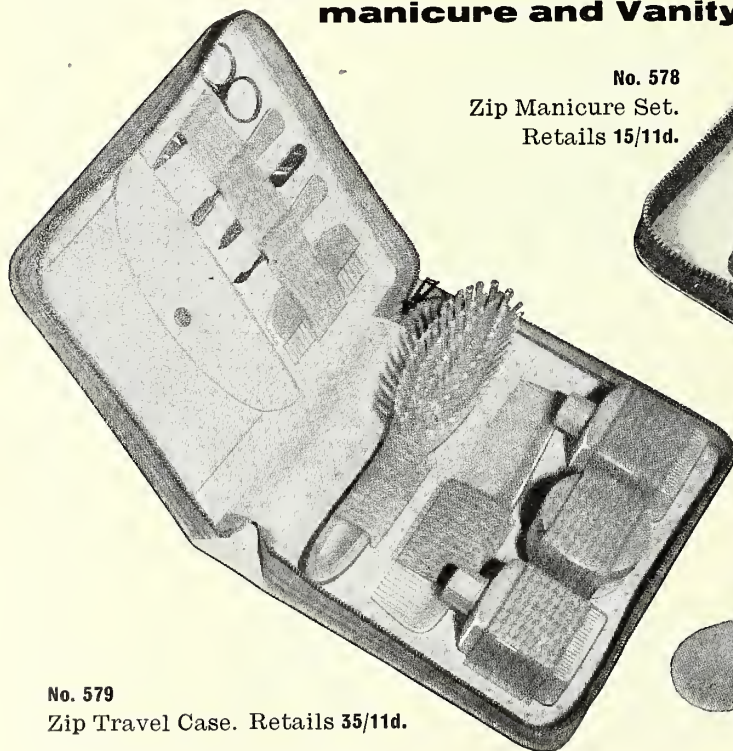
(One of the Ewart Holdings Group of Companies)

Here are a few examples from the New Barnet Christmas range retailing from 1/- to 35/11d. Attractive well-thought-out gifts that give prestige to the giver yet suit any purse.

QUICK-SELLING LINES SHOWING YOU FULL 50% PROFIT MARK UP.

**Chosen for Giving
by Barnet**

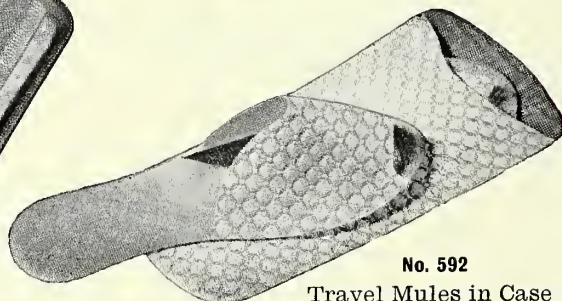
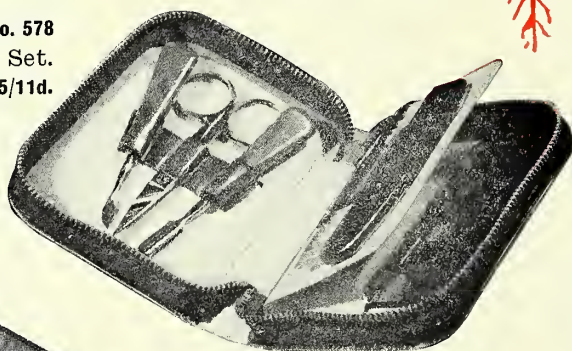
**There are exciting travel cases,
manicure and Vanity Sets for ladies**



No. 579

Zip Travel Case. Retails 35/11d.

No. 578
Zip Manicure Set.
Retails 15/11d.

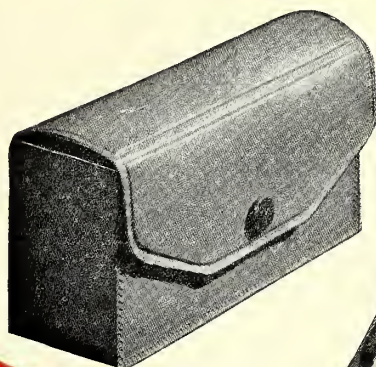


No. 592

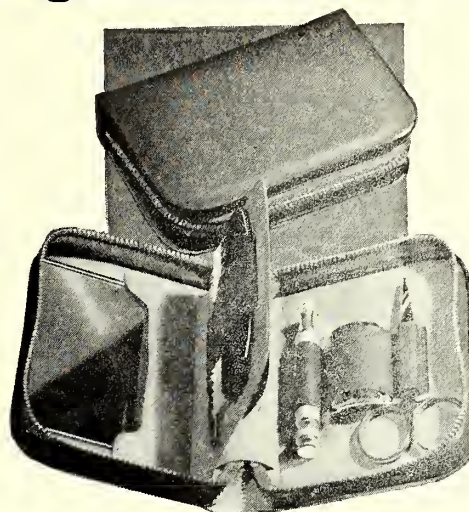
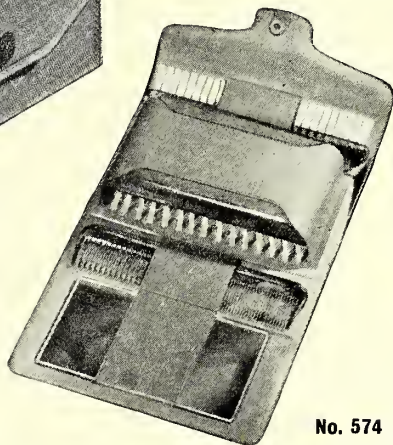
Travel Mules in Case
at 6/8d.

ASK YOUR WHOLESALE FOR DETAILS OF THE COMPLETE BARNET CHRISTMAS RANGE

There's a neat range for the often neglected male



No. 571
Military Brush and
Comb in Case at 8/9d.



No. 577 Man's fitted Zip Case at 16/11d.

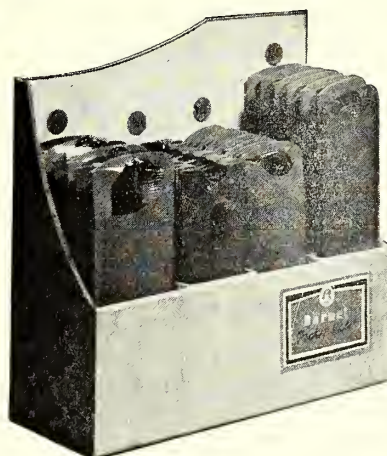
No. 574 Man's Fitted Case at 11/6d.



There are convenient cabinet dispensers with assortments of low priced gift lines



No. R23 PERSONAL GIFTS CABINET
Holds 26 assorted wallets, note-
books and billfolds
Retailing 3/3d. to 5/9d. each



There are inexpensive Comb Set Christmas
Cards from 1/- to 2/6d. retail



No. R17
POCKET VALET CABINET
Holds 3½ dozen assorted
comb combination gift
lines retailing from 1/2d.
to 2/11d.

No. 1000
Three-comb set
in card at 2/3d.

There are individually boxed manicures, wallets,
notebooks, etc., retailing from 3/9d. to 9/11d.

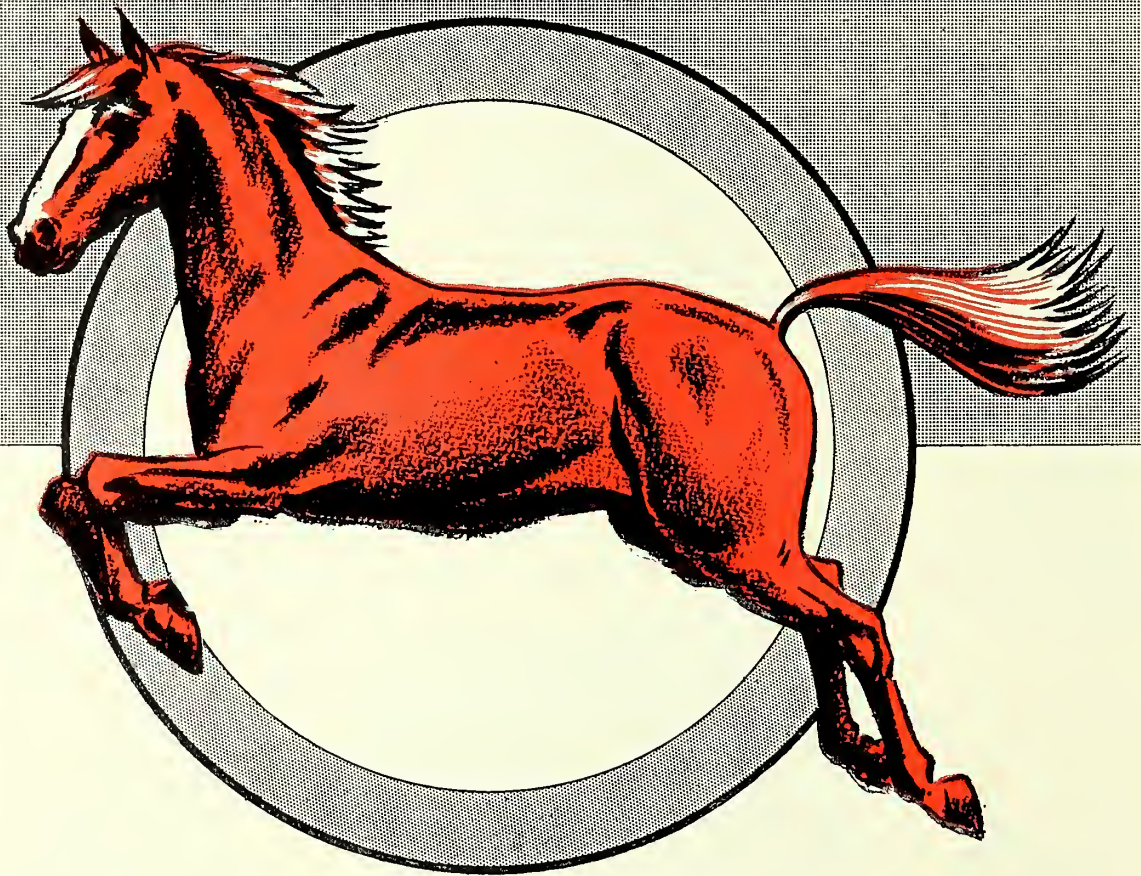
Manufactured by (Wholesale only)

E. R. HOLLOWAY LTD., BESSEMER ROAD, WELWYN GARDEN CITY, HERTS.



紅馬牌

RED HORSE BRAND



鹽酸麻黃素

EPHEDRINE HYDROCHLORIDE B.P.

LAKE & CRUICKSHANK LTD.

MANUFACTURING CHEMISTS

NORTH BRIDGE ROAD • BERKHAMSTED • HERTS

Phone : Berkhamsted 1880/1/2.

Cables : Lake Berkhamsted



Distributors for :

CHINA NATIONAL IMPORT & EXPORT CORPORATION, TIENTSIN

This is **THE PACK** for
YOUR dispensary

SPECIAL PARCEL

12 BOXES OF SUPPOSITORIES SENT

POST FREE!

to your address and charged through YOUR USUAL WHOLESALER

E.G. 6 Boxes of Suppos. Bism. Subgall. 6 Boxes of Suppos. Bism. Subgall. Co.

Manufactured and Packed in the Laboratories of:

RICHARD DANIEL & SON LTD.

MANSFIELD ROAD, DERBY, Tel. 40671 (8 lines) and at GROSVENOR STREET, ASHTON-U-LYNE, Tel. 2816 (3 lines)



**FOR ATTRACTIVE
STRIKING CHRISTMAS DISPLAYS**

THE NEW

ARDIS PAGEANT

Patents Pending

DISPLAY UNIT



These 3 new 'Ardis' Pageant units have been designed for Centre Floor displays, Wall displays, and as stacking units. Contemporary in design, easily assembled (each section automatically locking into position by the patented Pageant method), low in price, beautifully finished with anti-rust stove enamel, Epicoat added. Also chrome and bronze finish. Embellished with brass or chrome corner stops to ensure a smooth blending with the most modern shop fitting. Glass, 'Warerite' or wire trays are available, the last two in gay contrasting colours. The range of 3 designs create ample opportunity for frequent variation in interior layout.

Whatever your products, these units will help you to display them to the best advantage. Contact your normal supplier now and see how easy it is to put your products where they can be seen. **INCREASE YOUR SALES THE 'ARDIS' WAY.**

'Ardis' is registered and guarantees a quality product.

Write for leaflet to your normal stockist, or in case of difficulty write to:

A. E. ARTHUR LTD., 207/209 Gipsy Rd. S.E.27. Tel.: Gipsy Hill 4278 (5 lines)

BENGERS BRING IN A NEW SALES FACTOR

This is the D-factor

READ ABOUT IT NOW

Every customer of yours will know about it this month.

This is your pre-view of Bengers' biggest, most imaginative venture yet into national consumer advertising: a venture that's planned to tell every one of your customers just how and when Bengers can help them at every age at any phase of digestive trouble.

This is the kind of down-to-earth yet dramatic advertising that a mass public understands

and acts upon. We at Bengers believe that its impact is going to show up clearly in your sales records — beginning this month.

Forewarned is forearmed. Look forward now to a big public interest in Bengers — a big demand for Bengers over your counter. So give an eye to your stock shelves now. Keep plenty of Bengers on display from now on. Be prepared to recommend it, show it, sell it. And see how fast it goes!



A national campaign 90 million ads strong!

Benger advertising in the next half year falls between September 1957 and March 1958. On the average, every one of your potential customers should see *and read* Benger ads frequently, regularly, during this period. Here's the break-down: check it in your own daily papers and magazines.

**ORDER NOW! YOUR
FREE SHOWCARD
AWAITS YOU**

Write now to **BENGERS LTD.**
Holmes Chapel : Cheshire

MEDIA & CIRCULATION

Daily Express 4,127,085 *Sunday Express* 3,411,621
Daily Mail 2,138,570 *News Chronicle* 1,394,077 *Daily Telegraph* 1,074,565
Sunday Times 740,133 *Woman* 3,493,294 *Woman's Own* 2,554,553
Woman's Weekly 1,725,602 *Radio Times* 8,469,050 *Family Doctor* 85,000
Good Housekeeping 216,000 *Housewife* 238,565 *My Home* 388,095



into every life comes the D-FACTOR

A BABY WHIMPERS, frets. A child rejects an anxious mother's care. A man is testy, tired. An ageing housewife no longer bothers. Is the D-factor behind them all?

From the moment we open our eyes to the confusing, blinding world that is pressed upon our lives. The influences it exerts have not always been related yet they are felt by every man, woman and child in the world. The D-factor affects the life and well-being of babies, grandparents, growing children, men and women in middle age. That is why it is important for all of us to learn more about it.

Consider first the way the body works. Most of us, in our lives, consider what doctors call physiology hardly at all. We take breath—but what do we know of our respiratory system? The air of the sea and of the countryside tastes sweet to us; the air of the city often bad. Yet of the processes by which our bodies absorb life-giving oxygen we are often totally ignorant.

We look upon the digestive system in much the same way—yet it is in many respects more delicate and complex even than the respiratory system. We consider 'the fuel' which sustains us—and which is 'converted' and absorbed into the tissues by the digestive system—by means of our tongues and noses.

If food tastes and smells good we accept it, regardless of the state of the system which is to handle it. Yet our digestion may be weak, overworked or living, and in desperate need of all the sympathy we can—for our own sakes—that relieves a temporary condition such as a headache, but rest.

Without this rest and easement the D-factor **MUST** come into play, causing nervous tension, sleeplessness and physical discomfort—even, in certain cases, decline.

The baby, force-fed 'for its own good' by a well-meaning mother either rejects digestion beyond its limits—and cries out as a result of it. The child who has been sick either turns aside from the food struggling, overstrains his weakened system.

The man or woman beset by the difficulties and overwork of a job in the factory or office or home, 'feels' it in the digestive system. The older person, with a system tired by time, can't 'face' food that was once relished and resorts to the tea-and-toast diet which is at the root of so much often undetected malnutrition.

In all these instances, superficially so different, there is but ONE common factor—an adverse effect in the life and well-being of the individual. Yet, common conditions, no satisfactory generic name has so far been found for it: we call it the D-factor. Now how can it be countered? In almost every case the D-factor would be offset if it were possible to take the digestive system wholly or partly 'out of commission' . . . short circuit it . . . go round it . . . pass food through it profitably but without effort.

IS SUCH A STEP POSSIBLE?

Clearly it would be a possibility only with the discovery of a pleasant, sustaining food which made no demands, or no appreciable demands, upon the digestive system. NOT of course a food which in some way by-passed the digestive system but a food that was already digested. By such a means it would really be possible to rest the digestion and enable the body to fight the debilitating D-factor.

Such a food is in existence NOW.

where
does it
hit you
hardest?



Through a baby...



an ageing relative...



a schoolboy...



a hardworking wife...



a husband or son?

The only effective way to counter the D-FACTOR

Bengers is different from any other food or health drink. It is *purified, pre-digested*. As you prepare it the process of digestion is actually taking place right in the cup.

Only Bengers contains *enzymes*—the same natural substances that 'break down' food in the human body. This means that much of the hard work of digestion—the enormous task your system takes on every time you eat—is actually done for you.

When you drink Bengers you drink a milk and wheat food that's nourishing, *food*. And because Bengers imposes next to no strain on the digestion, it provides the only effective counter to the D-factor.



Truth, indigestible food formed by milk...



broken down by Bengers—smooth and easy to take

INDICATIONS

Overstrain. One of the greatest symptoms of stress-tension appears when the D-factor begins to operate. The simple, natural way to restore a proper balance, mentally and physically, is to rest the digestive system with a course of Bengers.

Sleeplessness. Ordinary bed-time drinks satisfy many—but they don't rest the digestion. Bengers is different—it has enzymes to do the digesting. This means that you get a good night's rest—*with no night-time D-factor*.

Convalescents. Those inevitable illnesses drag children down—through the D-factor. They don't *feel* like food. Bengers nourishes and rests weakened digestions—in adults as well as children.

Old people. Here the D-factor strikes through 'tired' digestion. Bengers is as good as a light meal—and far lighter on a run-down system. Many old folk actually live—happily and contentedly—on Bengers alone.

Babies who can't or won't take milk will take Bengers, and thrive on Bengers—because their delicate system don't have to grapple with a task that's too big for them. No D-factor.

PREPARATION AND FLAVOUR

Notwithstanding the digestive process which takes place to prepare it, Bengers is a mild, bland taste which appeals when strong flavours are unacceptable. But it is easily flavoured, when desired, with chocolate, coffee or malt—anything you favour.

WHERE CAN YOU GET BENGERS?

Every chemist and store has Bengers—in tins at 3/-, 5/3 and 9/6. Buy a tin now and be ready to beat the D-factor the moment it shows itself—in you or any member of your family.



Fight the D-FACTOR with BENGERS

BONUS SERVICE

—or should we say bonus and service for that is what the pharmacist gets with M.M.P. Bonus Parcels. He chooses the contents himself and then—in addition to the normal retail profit—can claim a special discount of 5% on £2 10s. 0d., 10% on £5 0s. 0d., 12½% on £7 10s. 0d.

STOP PRESS: Brovon Inhalant is once more prescribable under the N.H.S. Your local doctors have been notified accordingly so you will no doubt wish to review your stocks in the light of this development.

RETAIL PRICE LIST

(Including Purchase Tax)

Brovon Inhalant	½ fl. oz.	7/- *
" "	1 fl. oz.	12/6 *
" "	2 fl. oz.	24/3 *
" "	4 fl. oz.	47/- *
Brovon Bronchial Mixture ...	4 fl. oz.	3/9
Brovon Elixir	4 fl. oz.	5/11 *
Brovon Tablets	25s	3/3 *
" "	100s	11/4 *
Brovonex	3 fl. oz.	5/6
" "	8 fl. oz.	13/9
Brovonite Tablets	25s	3/6
" "	100s	11/10
Codasphen Tablets	15s	2/3
Codella Emollient Cream ...	1 oz. tube	2/3
" "	3½ oz. jar	5/-
Metheph Tablets	25s.	3/- *
" "	100s	9/3 *
Noctynol Tablets	12s	2/9
Strix Asthma Inhalant	½ fl. oz.	7/- *
" "	1 fl. oz.	12/6 *
Strix Tablets	25s	3/6 *
" "	50s	6/- *
Tetride Tablets	50s	8/8
Moore's Teething Jelly	1 oz. tube	2/6

GLASS INHALERS

Midget Clear	9/- *
Midget Amber	10/- *
Brovonette	9/- *
Bon-Accord	10/- *
Bydand	10/- *

PLASTIC INHALERS

Deedon	21/-
Bon-Accord	15/-

* Exempt from Purchase Tax

MOORE MEDICINAL PRODUCTS LTD.

64 GLOUCESTER PLACE, LONDON, W.1. Tel.: WEL 5718
1 QUEEN'S TERRACE, ABERDEEN, SCOTLAND.
Tel.: Aberdeen 27233

André Philippe

GAINS FAVOUR WITH THE PUBLIC

Are your stocks adequate?



PERFUMED HAIR LACQUER SPRAY

in Pink and Turquoise Polythene Squeeze Bottle

Retails 2/6 Cost 12/6 Doz. Plus 90% P.T.

PACKED: 2 Doz. Outers Assorted

HAIR LACQUER REFILLS

Retails 1/6 Cost 7/6 Doz. Plus 90% P.T.

PACKED: 3 Doz. Outers

PINK CREAM SHAMPOO SACHETS

Retails 6d. each. Cost 3/4 Doz. Plus 30% P.T.

PACKED: 6 Doz. Outers

SPARKLING FOAM BUBBLE BATH

Attractive
3 Doz. Show Box
Outer

Retail 9d. each
Cost 5/- per doz.
Plus 30% P.T.



WRITE FOR FULLY ILLUSTRATED BROCHURE

Available through your usual wholesaler or direct from

SILMOR DISTRIBUTING CO.

16 Cosway Street • London • N.W.1
Paddington 6502

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

CHRISTMAS-BE READY WITH GIFT WRAPPED

Glovelies

REGD.



EVERY year more and more "Glovelies" are given as Christmas gifts. To meet this demand we are enclosing the normal "Glovelies" carton in a colourful, easily removable GIFT WRAPPER that will win the instant approval of your customers.

Feature these gay and festive packs in your gift display and Christmas catalogue. Remember, "Glovelies", blue P.V.C. house gauntlets with the KNITTED fabric lining are a strong selling line throughout the year and retail at only 5/8d. per pair.

NATIONALLY ADVERTISED. Biggest ever national magazine advertising campaign will feature GIFT-WRAPPED "GLOVELIES" in WOMAN, WOMAN'S OWN, WOMAN'S ILLUSTRATED, WOMAN & HOME.

Use the reply paid order form **overleaf** NOW and be ready for the *extra* demand created for you this year, among 9,500,000 readers.

Also in the North Domestic Glove range: Polka Dot Jersey Gloves, three colours, one size, 3/8d. per pair; White Drill Gloves, one size, 2/6d. per pair; "Northands" P.V.C. gloves for men, 6/11d. per pair.

**ORDER
YOUR
STOCK
NOW!**

**ORDER FORM
OVERLEAF**

Please supply to

Messrs.

Address

Date

MINIMUM TOTAL ORDER: 1 doz prs

GLOVELIES

- doz prs size SMALL
- doz prs size MEDIUM
- doz prs size LARGE

NORTHANDS—Gauntlet Cuffs

- doz prs size 7
- doz prs size 7 $\frac{1}{2}$
- doz prs size 8 $\frac{1}{2}$
- doz prs size 9 $\frac{1}{2}$

NORTHANDS—Knitted Wrists

- doz prs size 7
- doz prs size 7 $\frac{1}{2}$
- doz prs size 8 $\frac{1}{2}$
- doz prs size 9 $\frac{1}{2}$

NORTH POLKA DOT JERSEY GLOVES

- doz prs Black/White
- doz prs Blue/White
- doz prs Red/White

NORTH REVERSIBLE DRILL GLOVES

- doz prs Medium size
only.
Coloured Wrists

CHRISTMAS PACK AVAILABLE
FROM 20th OCTOBER

Either a FREE WINDOW-DRESSING
SERVICE or a METAL SHOWSTAND
with orders of 6 doz 'Glovelies' and
or 'NORTHANDS'

Trade Price
per dozen P.T.

GLOVELIES	44/0d. + 2/2d.
NORTHANDS—both types ...	53/6d. + 2/8d.
POLKA DOT	27/0d. + 1/4d.
REVERSIBLE DRILL	19/3d. + 11d.

RETAIL PRICES—see overleaf

Postage
will be
paid by
James North
Distributors Ltd.

No Postage
Stamp
necessary if
posted in
Great Britain
or Northern
Ireland

BUSINESS REPLY SERVICE

Licence No. W.D.2088

JAMES NORTH DISTRIBUTORS LTD.,
KIRKMAN HOUSE,
54a, TOTTENHAM COURT ROAD,
LONDON, W.1.

HOW TO USE THIS ORDER FORM

Cut out the whole of this page along
dotted line, fold as instructed and tuck
in with reply-paid address on outside.

CUT ALONG THE DOTTED LINE



Take the coach to Christmas Profits



Here is exactly the kind of present—charming, thoughtful and inexpensive that wins big sales at Christmas.

It's a fairy-tale pack—Cinderella, with her coach, glass slipper and good fairy too—containing four tablets of Araby Toilet Soap. The pack has been specially designed in gay colours to catch the eye. It retails at 2/6.

Another Delightful Gift

Luxury bath casket containing two tablets of pink toilet soap and four exquisitely scented bath cubes. To retail at 3/6d.

SEND THIS OFF TODAY

To J. Bibby & Sons Ltd., King Edward St., Liverpool 3

Please send

☐
☐

Cases each 18 Cinderella Packs

Cases each 12 Caskets

NAME

ADDRESS

Araby

TOILET SOAP

Price List on application to

J. BIBBY & SONS LIMITED, LIVERPOOL 3





Christmas Day is December 25th . . . but however one may feel about meeting it half way there's no avoiding the fact that, in no time at all, cotton wool snowflakes will be in every window and a giftless display will be out of date. Be ready with a bold show of the finest

How's your Christmas consciousness?

gifts for anybody's money—THERMOS vacuum flasks, jugs and bowls. Extensive pre-Christmas national advertising will see to it that THERMOS is the gift that's asked for. Be first in the market to meet the response—*order good stocks NOW!*



No. 54. Retail Price **42/7** (24-oz. capacity).
Introducing the low-price vacuum jug with the luxury look. Handle and stopper are of crystal-clear styrene. Stopper is ingeniously adjustable for a lifetime's perfect fit and security. Red, green, blue or primrose 54Q (34-oz. capacity) **46/3**

The popular Family Size No. 14Q flask (36 fl. oz.) with non-drip pourer lip, cork bung and two cups—is fitted with a convenient handle to make pouring simpler and more spill-proof than ever. Selling price **13/8**



By Appointment
to Her Majesty
The Queen
Manufacturers of
Vacuum Vessels

THERMOS

REGISTERED TRADE MARK

—the reliable brand of vacuum vessels

Other favourite **THERMOS** models in demand include a wide range of vacuum jugs, jars and bowls for ice, salads, etc.

THERMOS LIMITED · SEYMOUR ROAD · LEYTON · LONDON · E.10 · Tel: LEYtonstone 4061-4

BEST-SELLERS
the **ALL**
year round!



"Sun-tang"

Sun-tang—made from whole oranges, sugar and glucose—contains Vitamin C, essential to good health.



'NIAGARA'
Blackcurrant Syrup

Niagara—made from Blackcurrant juice and sugar—rich in Vitamin C—the perfect drink for young and old alike.

More customers are asking for both these delicious, health-giving drinks. Meet the extra demand by ordering ample stocks NOW and make sure of year-round profits.

BARNETT & FOSTER LTD.

QUEENSBIDGE ROAD, LONDON, E.8.

Tel.: CLIssold 7132

When your customers
ask for a Compressed
Sanitary Towel



SANTALUXE

in individual cartons

They have been selling for years and are considered in every way a most satisfactory and reliable product.

From all wholesalers.

ROBERT BAILEY & SON, LTD.

SURGICAL DRESSINGS MANUFACTURERS

DYSART STREET, GREAT MOOR, STOCKPORT
Phone: STEPPING HILL 3006/7 Gram: "UNDISPUTED" STOCKPORT

Why you should Sell

WANDER

BRAND

MALT & COD LIVER OIL

BECAUSE of its unsurpassed quality and its ready acceptance by the public, Wander Brand Malt Extract and Cod Liver Oil is a product which the pharmacist can recommend with full confidence, and in his own best interests.

Wander Brand Malt Extract and Cod Liver Oil is outstanding in its field and its pharmaceutical excellence is recognized by physicians. The Cod Liver Oil used is the best obtainable and the Malt Extract is specially prepared by A. Wander Ltd., who are leading authorities on its manufacture.

With its attractive appearance and toffee-like flavour, Wander Brand Malt Extract and Cod Liver Oil is thoroughly enjoyed by children and adults.

	1 doz.	4 doz.*	12 doz.*
Trade Prices:	1 lb. jars 21/6	21/3	21/-
	2 lb. jars 41/-	40/6	40/-

*1lb. jars or the equivalent.

Retail Prices:—1 lb. jars 2/6; 2 lb. jars 4/9

Exempt from Purchase Tax.

IMPORTANT—Compare these prices with those of other proprietary brands.

NOTE—Also supplied, if required, with artistic labels bearing your own name.

Attractive showcards available.

For further details write to:

**A. WANDER LTD., 42 UPPER GROSVENOR STREET,
GROSVENOR SQUARE, LONDON W.1**

On the
PATA



T.20



Big advertising for big sales

Plenamins have
this plentiful
advertising
support...

'Six o'clock slump' is the name we have coined to describe a wide variety of minor symptoms which may be indicative of mild vitamin deficiency—such as the tiredness and depression one may feel at the end of the day. This is a state familiar to thousands of people in this country. And as 'Six o'clock slump' we made it the basis of the advertising campaigns for Plenamins multiple vitamin capsules.

'Fight 'Six o'clock slump'—Replenish with Plenamins' has proved its worth as an advertising theme. It has caused a heavy demand for Plenamins. So we're repeating it this autumn, in a concentrated promotion designed to cover the whole country.

TELEVISION ADVERTISING

Starting in the middle of October and carrying on throughout the autumn, Plenamins television commercials with the 'Six o'clock slump' theme will appear in the London, Midland, North and Scottish areas. There are 30-second and 15-second spots scheduled to appear at frequent intervals. *TV will increase the demand for Plenamins.*

NEWSPAPER ADVERTISING

All districts outside the scope of commercial television will benefit from powerful big-space newspaper advertising. Again, 'Six o'clock slump' is the theme on which the advertisements are built. *Your own evening newspapers will increase the demand for Plenamins.*

DISPLAY ADVERTISING

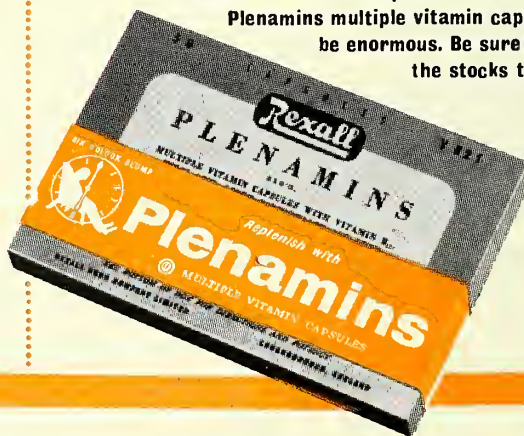
To aid you in selling Plenamins, there are attractive showcards available in two sizes. They tie-in with the 'Six o'clock slump' theme and they serve as useful reminders to your customers who have seen the television and press advertising. Use them for displays in your window and on your counter. (Incidentally, the flat shape of the Plenamins pack, and its bright orange band, make it ideal for display purposes itself.) *Your own displays will increase the demand for Plenamins.*

Rexall Drug Company Ltd
Loughborough, England

SIX O'CLOCK SLUMP



The Plenamins advertising campaign is scheduled to start this autumn — the start of the natural selling season for vitamin capsules. The demand for Plenamins multiple vitamin capsules will be enormous. Be sure you have the stocks to meet it.



PLENAMINS

MULTIPLE VITAMIN CAPSULES

YOUR GALENICAL SUPPLIES THIS WINTER

This winter you will be using regular supplies of galenicals for your own specialities or, for wholesale distribution to the dispensing chemists. In either case you will find Stafford-AllenS Galenicals to be, as always, of the highest and most reliable standard, and available for prompt delivery. Up-to-date equipment and stringent analytical control ensures this traditional "Standard of Reliability."

**LIQUID EXTRACTS • TINCTURES • EMULSIONS
INFUSIONS • LIQUORS • SYRUPS • DECOCTIONS
ELIXIRS • ETC. ETC.**



Galenical Production at
StaffordAllenS



StaffordAllenS

STAFFORD ALLEN & SONS LIMITED, WHARF ROAD, LONDON, N.1

Telephone : CLERKENWELL 1000.

Telegrams : STAFALENS NORDO LONDON

TAS/AL.512

QUALITY IN RECTANGULAR TABLET BOTTLES



First Class
in **GLASS**

These Bottles are particularly suitable for the following packs:

- | | | | |
|------------|---|---|--|
| No. 1 Size | - | - | 20 Aspirin Tablets |
| No. 2 Size | - | - | 25 Aspirin Tablets |
| No. 3 Size | - | - | |
| No. 4 Size | - | - | { 50 Aspirin Tablets or
25 Codeine Tablets |
| No. 5 Size | - | - | |
| No. 6 Size | - | - | { 100 Aspirin Tablets or
50 Codeine Tablets |

We supply White Enamelled Tinplate, Satin Finish Aluminium and Black Plastic Screw Caps (all having Waxed Wood pulp Liners) to fit these Bottles.

**NATIONAL GLASS
WORKS (YORK) LTD.**

FISHERGATE, YORK. Tel. YORK 23021
ALSO AT: 105 HATTON GARDEN, LONDON, E.C.1.
Tel. HOLBORN 2146

PROMPT DELIVERY FROM STOCK

Packed in easily handled cartons



WHOLESALE ONLY

The enduring joy of 'married happiness'

... is no mere chance. True 'married happiness' comes with the abiding contentment that complete emotional fulfilment and freedom from anxiety bring. And it comes from the unique satisfaction of rearing happy, healthy children. These wise parents have learned the sound rules of family planning—just as thousands of other happy couples have learned it over the past 60 years. For they have a plan that is as simple as it is aesthetic. And it is no secret plan—their plan is a household word ...

Rendells

Sold by Chemists everywhere, and made by W. J. Rendell Ltd., Hitchin, Herts., who will be pleased to send full explanatory literature in a plain envelope, on request.

PRESCRIPTION FORM
When ordering Rendells you may find it convenient to use this Prescription Form. Simply cut it out and hand it to your chemist. Please supply 1 box of Rendells (price 3/6)

The Rendell story — re-told 14 million times !

Here is your preview of the Rendell advertising message to be seen shortly by millions of couples in the national and provincial press—just one of a powerful series appearing regularly. Rendells dispensers are the 'clinchers' which will convert this publicity into sales. Let us send you our latest display material. You can be sure of its ethical approach. Make sure you send for it *today*, to:—

W. J. Rendell Limited, Hitchin, Herts

If a customer hands you a prescription form from one of these advertisements, please supply our literature as well.

Put your premises right on top

Ease of cleaning, attractive colourful patterns and hard wear make WARERITE Plastics ideal materials for counters, shelves, table tops, kitchen fitments and other surfaces, in shops, showrooms, restaurants, hotels and bars.

Customers like them—you will like them—and there are many lovely patterns to choose from.



◀ In the A.B.C. Empire Restaurant, Victoria, S.W.I, WARERITE Birdseye Maple has been used for the flush doors, canopy, wall panelling, counter front and pillars.

Hygienic, easily cleaned and hard wearing WARERITE Plastic need no painting and so reduce maintenance costs to a minimum.

**Counter fitments :
Sumerling & Co. Ltd.**

**Veneering and Fabrication
A WARERITE SPECIALIST**

▶ The walls of the branch of Boots Pure Drug Co. Ltd., at King Edward Street, Hull, are panelled in WARERITE Veneered Plywood in Green Finaweave pattern.

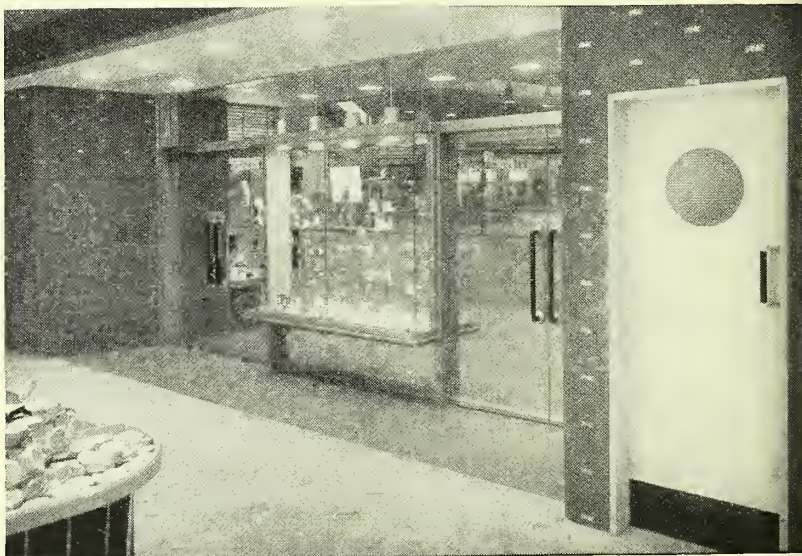
Stylised lion motifs, designed by the architects, in metallic foil were incorporated in the WARERITE. WARERITE Yellow Finaweave pattern was used for panelling the staircase.

**Design: The Architects
Dept., Boots Pure Drug Co.
Ltd.**

**Chief Architect,
C. St. C. Oakes, F.R.I.B.A.**

**Contractors :
Spooners (Hull) Ltd.**

**Veneering and Fabrication :
A WARERITE SPECIALIST**



with **WARERITE** surfaces

REGD.



◀ This public bar in the Bull and Star Hotel, Putney High Street, London, has a Red Relief WARERITE top. WARERITE Plastics were used extensively in the modernisation of this hotel.

Designer and Contractor:
Druce & Co. Ltd., Baker Street, W.I.

Veneering and Fabrication:
A WARERITE SPECIALIST

▶ This, and several other fitments in the Butcher's shop of A. E. Fisher (Luton) Ltd., are surfaced with WARERITE Plastics. Ease of cleaning, resistance to staining and hard wear make WARERITE Plastics ideal for the hygienic handling of food.

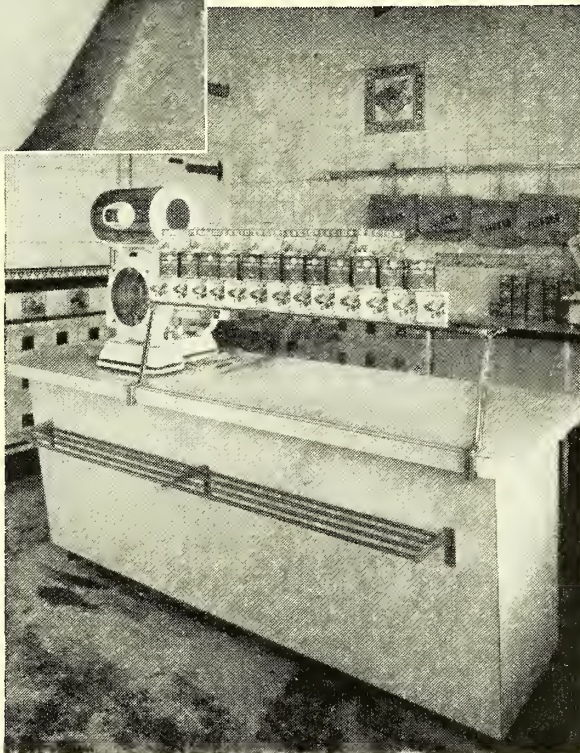
Installation: Messrs. F. C. H. Jarvis, Harpenden, Herts.

Veneering and Fabrication: A WARERITE SPECIALIST.

Write to BAKELITE LIMITED
for details of the

WARERITE SPECIALIST SERVICE

WARERITE Specialists will supply bar, counter, shop and kitchen fitment tops, etc., ready to fix, from your drawings and templates, expertly fabricated in WARERITE Veneered Plywood.



WARERITE

REGD.

Plastics with the lovelier patterns

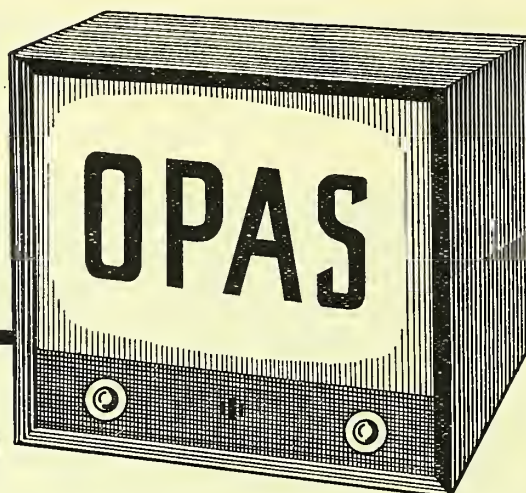


REGD.

BAKELITE LIMITED · 12-18 GROSVENOR GARDENS · LONDON · SW1 · SLOane 0898

TGA WA37

Sales look up
when **YOU**
link up with

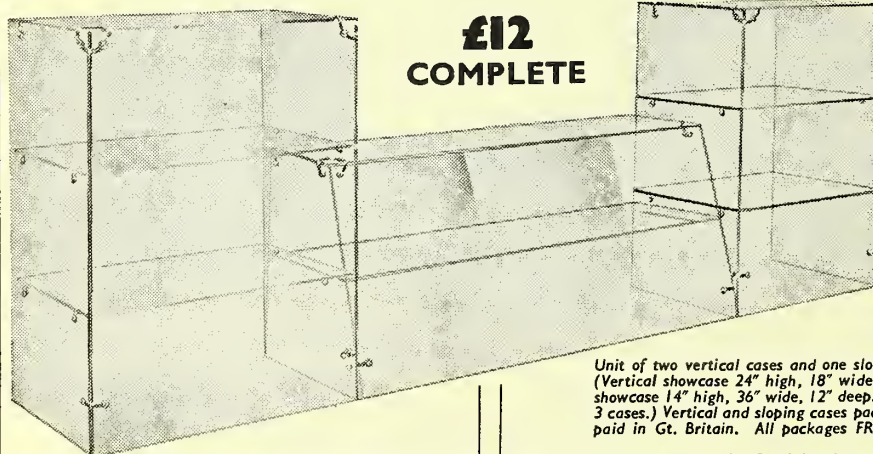


By counter and window displays link up with regular OPAS transmissions from all available I.T.V. stations and obtain your share of the extra profit being created for you.

WIGGLESWORTH LTD., Manufacturing Chemists,
WESTHOUGHTON, BOLTON, Lancs., and at Bolton St., DUBLIN.

It's crystal clear...

The more they SEE, the more they BUY



**£12
COMPLETE**

The beauty of a Martin glass display case is that it shows merchandise of every description to your customers' best advantage. Each individual case, with its gleaming chrome fittings, is tested and guaranteed before delivery. Choose a vertical or sloping showcase and build better business from the moment it is installed.

Unit of two vertical cases and one sloping case. Price per set £12. 0. 0. (Vertical showcase 24" high, 18" wide, 12" deep. Price £4. 5. 0. Sloping showcase 14" high, 36" wide, 12" deep. Price £4. 5. 0. You save 15/- on 3 cases.) Vertical and sloping cases packed separately. All prices carriage paid in Gt. Britain. All packages FREE of charge and NON-returnable.

★ Special orders to customers' own requirements carried out quickly. Quantity orders on application.

MARTIN'S GLASS DISPLAY CASES

LOOK INTO IT TODAY—EQUIP YOUR SHOP THE MODERN WAY! Send immediately for fully illustrated leaflet of Martin Display Cases and prices.

Name

Address

Post to: MARTIN DISPLAY (Dept. CD), 52 Market St., Watford, Herts. Tel: Watford 9287

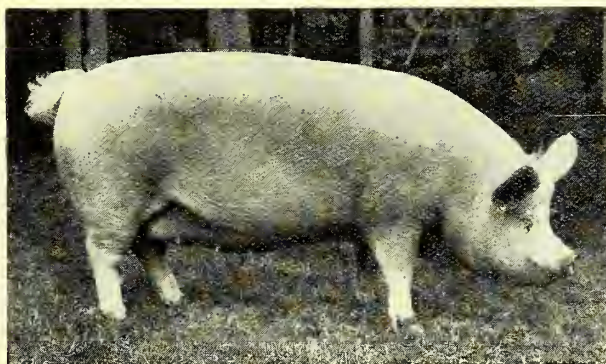
now

bifuran

the new and better nitrofuran for pigs and poultry

Farmers want 'Bifuran' for these seven bonus benefits :

- 1 BIFURAN controls caecal *and* intestinal coccidiosis.
- 2 BIFURAN does not interfere with the development of natural immunity.
- 3 BIFURAN controls necrotic enteritis in pigs.
- 4 BIFURAN is simple and safe to use — in pigs of any age, as well as young chicks, poults, *and* laying birds.
- 5 BIFURAN improves feed conversion and aids rapid growth.
- 6 BIFURAN is effective in either curative or preventive treatment.
- 7 BIFURAN is economical — treatment costs less than 1d. per chick, or 1/- per pig.



Write to us for free counter literature
about 'Bifuran'

bifuran

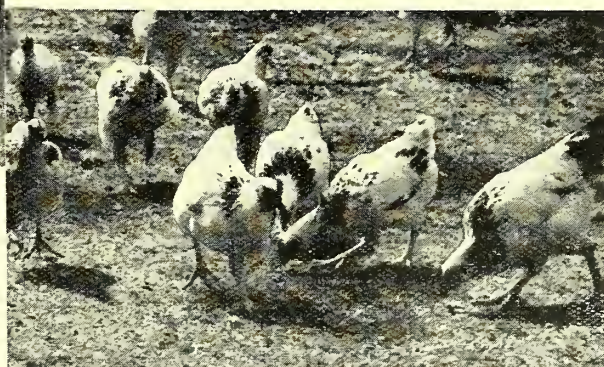
LIFE-SAVING NITROFURANS

bifuran SUPPLEMENT

for mixing in the feed

bifuran TABLETS

for dissolving in the drinking water



Smith Kline & French Laboratories Ltd (Veterinary Department), Coldharbour Lane, London SE5

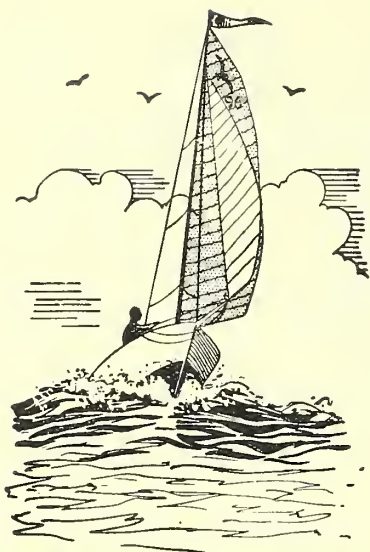
Licensees of The Norwich Pharmacal Co, USA

Brit. Pat. Nos. 649027, 679202, 735136, 735169, 765898

'Bifuran' is a trade mark



BN:TA117



&

PATA



On the crest... Diuromil

The demand for DIUROMIL is now on the crest of the wave—having the largest and fastest sale of all effervescent salts especially compounded for the relief of—

RHEUMATISM — LUMBAGO — GOUT SCIATICA — FIBROSITIS

- ★ A first-class product of proven therapeutic value.
- ★ Backed by a nation-wide press campaign.
- ★ Approved and recommended by the medical profession.
- ★ Recommendations by satisfied users.

DISPLAY DIUROMIL

Keep your DIUROMIL sales on the crest of the wave and go with the National tide.

Very attractive display material for window and counter will be sent on request.

PHARMAX LIMITED • GRAVEL HILL • BEXLEYHEATH • KENT

it's in vogue!

EXCITING

PINAUD

creamy mascara



-and it's in 'VOGUE'

and "MODERN WOMAN" "WOMAN & BEAUTY," "SHE," "EVERYWOMAN,"

"PICTUREGOER" Pinaud Creamy Mascara is being advertised frequently in best women's magazines—and colourful posters are on display in London Underground stations.

BLACK BLUE BROWN GREEN

Because it's creamy, because it's in four flattering colours Pinaud Creamy Mascara is right in vogue with beauty-conscious women everywhere. Your customers, too, will want Pinaud Mascara for lovely eyes—don't disappoint them.

★ AN INSPIRATION TO SPUR SALES

Every woman will find a FREE phial of 'PREFACE' Parisian Perfume in the new Pinaud DE LUXE Beauty Box . . . exciting value at only 8/9 inc. tax.

Regular pack 6/- inc. tax.

Order your supplies NOW from your wholesaler or direct from:



BIOMETICA LTD., BOREHAMWOOD, HERTS.

Telephone: ELSTREE 3145/3520

E. Illingworth & Co. (Bradford) Ltd.

Cotton Wools

B.P.C. QUALITY COTTON WOOLS
HOSPITAL QUALITY COTTON WOOL
(Drug Tariff)

Sterilised and Unsterilised in all weights, for
Home and Export.

Quantities labelled with
your own labels

*COTTON WOOL DISPENSER
(Pleated filling. Attractive Pack)

BOTTLE NECK WOOL, FILTER PADS
WOOL AND COTTON TISSUE B.P.C. Quality
RESPIRATOR REFILLS
KNITTED BANDAGES

Packing Materials

NEEDLELOOM FELTS

for thermal, sound and vibration insulation
and protection.

Cotton Wools

Bleached and Unbleached Rolls from
2 in. to 40 in. wide, weights 3 oz. per
sq. yd. upwards.



**Only as much as is
needed is pulled out
at a time!*

Illmond Cotton Wool Dispenser Pack

Package has tuck-in
ends and can be re-
sealed. Hygiene en-
sured. Elegant design
of pack makes it
perfect for a lady's
dressing table.

E. ILLINGWORTH & CO. (BRADFORD) LTD.

Shelf Mills, Shelf, Halifax

Tel: Bradford 76261-5

Grams: "Illmond" Bradford



THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and
all sections of the drug, pharmaceutical and
fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and the Pharmaceutical Society of Northern Ireland*

Volume 168

October 12, 1957

No. 4051

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Branch Offices:

BIRMINGHAM, 2: 111 New Street. Phone: Midland 2921.

GLASGOW: 160 Nether Auldhouse Road, S.3. Phone: Langside 2679.

LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and
Year Book, £2 10s. Single copies one shilling each.

TRESS

goes on T.V.

in the

LONDON AREA

with

actual demonstrations of TRESS by René Luzic
—one of the Top Paris Hairdressers—who uses TRESS
in his own exclusive Paris Salon

**Over 9,000,000 messages will go
into homes in the London Area
during this concentrated six weeks T.V. campaign**

*These neat crowners provide
the selling link with this con-
centrated T.V. cam-
paign. They will be
sent shortly to every
chemist in the London
T.V. area.*

This T.V. commercial is going to be different! A fascinating demonstration of the art of a famous French Hairdresser—something that will keep every feminine eye on the screen from start to finish.

And René Luzic will be using Tress—as he always does in his own exclusive Paris Salon. Just the same Tress that you know as one of your biggest selling wave sets.

You can see that it is well worth linking up with this T.V. advertising—using the crowners as shown. And well worth putting in extra Tress stocks, to meet the demand that is certain to be created by this unusual T.V. advertising approach.

TRADE TERMS

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plus 90% tax, selling
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The CHEMIST AND DRUGGIST

Volume 168

OCTOBER 12, 1957

No. 4051

Demand for Medical Miracles

"FLATTERING BUT INCONVENIENT"

THE public demand for miracles from medical research was flattering to medicine but not always convenient, said Sir Henry Dale (chairman, Wellcome Trust) at a ceremony held on October 7 to inaugurate a new session of Birmingham University faculty of medicine.

A clamour for the general provision of remedies which ought still to be subject to trial under scientific control was the result of achievements such as the treatment of diabetes and pernicious anaemia. Medicine would continue to be permeated more and more by the spirit and methods of experimental science. Major practical developments could never be wholly due to a sudden flash of some individual genius. Among the array of problems awaiting solution were malignant growth, virus diseases and the killing and disabling tropical diseases.

Welfare Foods

VITAMIN D CONTENT REDUCED

FOLLOWING the advice given on July 30 in a report on welfare foods by the Standing Medical Advisory Committees of the Central and Scottish Health Services Councils, the Ministry of Health is reducing the vitamin content of national dried milk and welfare cod-liver oil (see *C. & D.*, August 3, p. 115). It announced on October 7 that arrangements had been made for the vitamin D content of National dried milk to be reduced from a minimum of 280 international units per dry oz. to an average of 100, and of welfare cod-liver oil from 200 international units per gm. to 100. The manufacturers of proprietary dried milks and of infant cereals have also been asked to adopt the levels of fortification recommended by the Committees. In the case of cereals that was an average of 300 international units per oz. The Committees' object was to suggest levels of vitamin D content for all three major sources for infants and young children whereby any one of them will protect against rickets if taken in the usual amount, but all three in combination will not involve a risk of excessive intake in some susceptible infants.

Tuberculosis Association

CLINICAL TRIALS COMMITTEE

THE British Tuberculosis Association has recently established a clinical trials committee whose objects are "to advise pharmaceutical firms on the use of new drugs in tuberculosis and other diseases of the chest; to arrange clinical trials of substances considered to

warrant further investigation, and thereby to ensure that such trials are well planned and fairly and accurately reported." While the committee will not carry out trials on every drug submitted the arrangements provide a useful link between pharmaceutical firm and clinician. Acceptance of a drug for trials by the committee immediately offers the advantage of practical assistance from the Association's technologists and statisticians.

Explosion at Speke Works

PHARMACEUTICAL UNIT DAMAGED

THE manufacturing unit of E. R. Squibb & Sons, Ltd., Woodend Avenue, Speke, Liverpool, was severely damaged by an explosion which occurred on October 2. The incident, the cause of which is still being investigated, resulted in the death of one man and various degrees of injury to several others. Sixteen persons who were conveyed to hospital mostly suffering from shock were discharged within a few hours. Two who were detained have subsequently been discharged. Whilst production has been badly impaired finished stocks were unaffected and the company announces that orders will be dealt with as usual.

Toilet Preparations

CENSUS REPORT ON 1954 SALES

THE report on the Census of Production for toilet preparations and perfumery for 1954 recently published by

H.M. Stationery Office (1s. 9d.) gives the value of the industry's gross output (production) in the United Kingdom at £33 millions. Sales by the larger establishments (that is employing more than ten people) included the following: Perfumes, £3,298,000; brilliantines, £963,000; hair creams, £3,250,000; soapless shampoos, £2,580,000; face powders, £2,918,000; face creams, cake make-ups, etc., £4,856,000; lipsticks, £1,744,000; tooth-paste, £3,329,000; home perm outfits complete, £13,000 and refills £1,300,000.

Chemical Technology

SERIES OF CONGRESSES IN GERMANY

THE European Congress of Chemical Technology which is being held in conjunction with the Achema congress in Frankfurt-on-Main, May 31—June 8, 1958, includes the following meetings and congresses:—

Second congress of the European Federation of Chemical Engineering, which commences in Brussels on May 28 and continues in Frankfurt, May 30—June 8. In sixty-seven plenary sessions and lectures, authors from twelve countries are discussing questions of chemical engineering, process technology, and technical chemistry; second congress of the European Federation of Corrosion, Frankfurt, May 31—June 8, in which fifty-four plenary sessions and lectures by authors from twelve countries deal with the theme "Corrosion and Chemistry";

GOLF TROPHY PRESENTATION: Mr. J. W. Kemp replies to Mr. Warren (Pharmaceuticals Division, Imperial Chemical Industries, Ltd.) after the presentation of the Manchester and District Pharmaceutical Golf Society's Avlon trophy at Wilmslow Golf Club on September 11, 1957. Left to right: F. G. Lloyd (captain), W. E. Phillipson (secretary), J. W. Kemp (winner), R. Warren (I.C.I.) and E. M. McIntosh (match starter).



the special meeting and lectures of the *Gesellschaft Deutscher Chemiker* take place on June 4, at which honours and awards are being presented for outstanding scientific work. The position of scientific research in specialised fields of inorganic, organic and physical chemistry is being reviewed by the award winners and by other personalities at four plenary sessions; the annual meeting of Dechema is on June 3 and is devoted to the theme of "Nuclear Technology." The *Deutsche Gesellschaft für Arbeitsschutz* celebrates its fiftieth anniversary jubilee during the European Congress of Chemical Technology in the form of a special meeting which will include speeches in honour of the occasion and a number of technical papers. The programme of the European Congress will be available about the end of October and will be available without charge from *Gesellschaft Deutscher Chemiker*, Frankfurt-on-Main; Karlstrasse 21, Haus der Chemie, Frankfurt-on-Main, and from Dechema, Frankfurt-on-Main, Rheingau-Allee 25, Dechema-Haus.

Hebrew University

U.S. GROUP CHAIRMAN AS GUEST

IN Britain for a few days recently on his way to Israel to see for himself what progress is being made in the pharmaceutical department, Hebrew University of Jerusalem, Dr. Ivor Griffith (president, Philadelphia College of Pharmacy, and chairman of the pharmaceutical group, American Friends of the University) met members of the British group in London. He was received by Professor N. Bentwich, O.B.E., M.C. Dr. Griffith, a non-Jew, said it was the aim of his group to raise enough money to build a separate pharmacy school under the auspices of the university. At present the school, which was created principally by the efforts of practising pharmacists in Israel, is a unit in the Hebrew University-Hadassah Medical School. The course comprises four years of study and six months of practical work in a pharmacy recognised by the University. A further period of six months of practical work is divided into two parts during the vacations between the second and third years of study and the third and fourth years. On satisfactory completion, graduates receive the degree of Master of Pharmacy and are automatically granted licences to practise pharmacy within the boundaries of the State of Israel. Admission is limited at present to fifteen students.

The Twenty-yard Queue

LINCOLN ROTA INADEQUATE

IT was not sufficient to have three chemists on evening or holiday rota in Lincoln. That was stated in a letter to Lincoln Executive Council, recently, from Cooks (Lincoln), Ltd., 10 Sincil Street, Lincoln, in which it was pointed out that on August Bank holiday they had had a twenty-yard queue of people waiting for prescriptions. Sixty-three prescriptions had been made up and some of the people had had to wait for two hours. Other chemists open on the Bank holiday confirmed that they had been very busy and it was agreed to

refer the matter to the hours of service committee. Mr. S. P. Williams, M.P.S., 55 Burton Road, Lincoln, was appointed to a special subcommittee which is to consider the cost of prescribing.

Vaccine Test Casualties

ASIAN FLU HITS TRIALS SCHOOLS

AMONG the casualties to Asian influenza have been some of the twelve public schools participating in the Medical Research Council's trials of influenza vaccine. At one of the schools where 410 out of 550 boys had been vaccinated, there were about 200 cases of influenza. Only a third of the volunteers at each centre received Asian influenza vaccine. The others are inoculated with other virus A vaccines. There was a sharp rise in deaths from influenza registered in the 160 chief towns of England and Wales in the week ended September 28. The total was 282, compared with 121 the previous week.

Dangerous Drugs

AN AUTHORITY WITHDRAWN

THE Home Secretary has withdrawn from John Christian Hall, M.B., Ch.B., 49 Plashet Road, London, E.13, authority to possess, supply, or give prescriptions for Dangerous Drugs.

IRISH NEWS

THE NORTH

Ulster Chemists

MONTHLY MEETING OF EXECUTIVE

AN agreement reached with the Joint Council for a new scale of wages covering all categories of employees except apprentices (whose wages scale was revised on June 1) was ratified to come into effect on October 7 by the executive committee of the Ulster Chemists' Association, in Belfast, on October 1. The secretary was instructed to send a copy of the revised scale to each member of the Association. A claim for three weeks' annual holiday for pharmacists was rejected by the Joint Council, but additional holidays for rota service, and the question of payment of wages during illness received consideration. A draft report and agenda for the annual meeting were approved for printing, and the date of the annual meeting of members was fixed for November 28. The meeting commences at 7.45 p.m. to enable provincial members to attend. Miss A. E. Strachan (secretary) reported that the following eight retiring members of the executive had offered themselves for re-election:—Miss C. E. Culbert, Messrs. H. W. Gamble, W. L. McDonnell, R. A. McEwen, W. R. McNabb, W. J. Moffett, J. Paul and A. Templeton. No new candidate had been nominated. There will, therefore, be no contest and the foregoing eight candidates will be formally declared elected at the annual meeting. Arrangements were made for the rota service to be augmented in certain districts in Belfast to cope with the influenza emergency.

Also present were Misses C. E. Culbert, C. B. Abernethy, Messrs. H. S. Anderson, W. H. Boyd, J. A. Brown, H. W. Gamble, R. Gibson, T. A. Gibson, C. L. Gordon-Rattie, W. J. Moffett, W. L. McDonnell, R. A. McEwen, A. Steede,

A. Templeton and J. C. Wellwood. Apologies for absence were received from Messrs. J. C. Acheson, J. Caldwell, H. G. Campbell, W. S. Hall and W. J. Rankin (treasurer).

Emergency Committee Meeting

A meeting of the emergency committee was held on October 3, to discuss the situation in Belfast brought about by the influenza epidemic. In an effort to cope with the greatly increased number of prescriptions it was agreed to request all Belfast pharmacists to open shop from 2 to 3 p.m. on October 6 in addition to the normal rota service (6 to 7 p.m.), and to remain open until 7 p.m. on October 7 and 8, and to open from 6 to 7 p.m. on October 9 (general half-day) in addition to the normal rota service (8 to 9 p.m.).

New Wages Scale

OPERATIVE FROM OCTOBER 7

THE following new scale of wages, operative from October 7, has been agreed by the Joint Council of the Ulster Chemists' Association:—

Unqualified assistants (after completion of apprenticeship): 1st year, £5 10s.; 2nd year, £6; 3rd year, £6 15s.; 4th year, £8. *Assistant (Ph.C.)* (after completion of apprenticeship): 1st year, £9 10s.; 2nd year, £10 5s.; 3rd year, £11; 4th year, £12. *Managers and branch managers* (shops with two or less full-time employees), £13; (three full-time employees), £14; (four or more full-time employees), £15. *Managers for executors* (shops with two or less full-time employees), £13 10s.; (three full-time employees), £14 10s.; (four or more full-time employees), £16. *Superintendents of limited companies who are directors* (two or less full-time employees), £16; (three full-time employees), £16 10s.; (four or more full-time employees), £17 10s. *Locums*, £12 12s. *Unregistered shop assistants (female)*: Age 15, £2; 16, £2 5s.; 17, £2 10s.; 18, £2 15s.; 19, £3; 20, £3 10s.; 21, £4 5s.; 22, £4 10s.; 23, £5; 24, £5 10s.; 25 and over £6. *Rota*, pharmacists 7s. per night; apprentices and others, 4s. 6d.

Payment of wages during illness, additional holidays for rota service, and notice for termination of employment, are still under discussion, a circular informs Association members.

THE REPUBLIC

Benevolent Fund

GIFT FROM LIMERICK COMMITTEE

IT was unanimously agreed at the recent annual meeting of Limerick Chemists' Social Committee to give £78 15s. to the Benevolent Fund of the Pharmaceutical Society of Ireland. Mr. M. Power (vice-president, Pharmaceutical Society of Ireland) was in the chair. Mr. M. Pennington (secretary) reported that the 1956 ball was well supported, chemists having taken parties from all the surrounding counties. It was decided to hold this year's dance on November 27, at Cruise's hotel, Limerick. The following officers were elected:—*Chairman*, Mr. M. Power; *Secretary*, Mr. M. Pennington; *Treasurer*, Mr. H. W. Ferguson; *Committee*, Miss C. Leahy and Messrs. S. O'Neill, T. C. Frawley, G. I. Rioridan, M. Moloney.

OVERSEAS NEWS

UNITED STATES

Narcotics Smuggling Indictment

IN one day £1,250,000 worth of heroin was smuggled into the United States. That was disclosed in New York on September 4 when the Department of Justice opened an indictment in the Federal District Court, naming forty-six defendants and sixteen co-conspirators. In tracking down the international ring of narcotics smugglers the Federal agents had the co-operation of Scotland Yard and the police of France, Italy, Belgium, Germany, Turkey, Cuba, Mexico, Venezuela and Canada. Three of the defendants are former United States customs inspectors.

Chemical Outlook

IN an article headed "Taking Dim View of Chemical Outlook," the United States publication *Chemical Week* dated September 7, says that brokers in Wall Street are becoming increasingly selective in the shares they buy and recommend. They were finding little to attract them in the performance of chemical shares. The process-industry share group—with the notable exception of drugs—had followed the downhill lead of most of the rest of the market the previous week. According to the article there was a conviction among brokers that companies in a number of the chemical industry groups were reporting, and might continue to report, lower sales and profits. A mention is however made that drug stocks had shown a slight dip in the past three weeks, reflecting concern over forthcoming investigations of drug prices.

NEWS IN BRIEF

THE Report on the Census of Production for 1954 of coal-tar products in the United Kingdom was published recently by H.M. Stationery Office (price 1s. 9d.).

THE 1957 list of approved crop chemicals issued by the Ministry of Agriculture, Fisheries and Food has been published; copies are obtainable free from the Ministry or the Department of Agriculture for Scotland.

SPORT

GOLF.—MANCHESTER PHARMACEUTICAL GOLFING SOCIETY. The following is a list of the season's trophy winners:—*Griffiths Hughes*, 1, T. Williams, 2, H. Roberts; *Kerfoot*, 1, W. E. Phillipson, 2, E. M. McIntosh and G. M. Evans; *President's*, 1, Dr. Whitewright, 2, Dr. McGregor; *Robinson's*, 1, W. Speight, 2, J. W. Kemp and J. Barradell; *Hough Hoseason*, 1, B. Chadderton, 2, C. Malthouse; *Woolley*, 1, T. Jenkins, 2, Dr. Jacob; *Captain's*, 1, J. Barradell, 2, R. Ogden; *Ucal*, 1, R. Ogden, 2, Dr. McGregor; *Pfizer*, 1, W. Gee, 2, J. W. Kemp; *Imperial Chemical Pharmaceuticals*, 1, J. W. Kemp, 2, H. Roberts.

ASSOCIATION OF BRITISH PHARMACEUTICAL INDUSTRY, at Royal Portrush golf club on October 4. *Bowman cup* (medal) open to directors: 1, G. T. Morson; 2, E. A. Briggs (after a tie with A. I. Ashton). *Morson trophy* (medal) open to executives: 1, F. E. Mellor (after a tie with A. H. Newcombe); 2, G. E. Donnelly. *Victorian trophy* (Stableford): 1, A. H. Newcombe; 2, Mitchell C. Ross. *Hidden holes*: R. H. Mathew. *LADIES, Ransom trophy* (medal): Mrs. A. I. Ashton. *Abbott prize* (Stableford): Mrs. W. Sim Harries.

TOPICAL REFLECTIONS

By Xrayser

Inflation

It is flattering, when one is approaching the sere and yellow, to be taken notice of by the very young, particularly when the very young in question are complete strangers. It was my privilege to be singled out for such attention one day recently, though honesty compels me to admit that I am perhaps flattering myself, and the expression "singled out" is not quite truthful. The fact is that there was nobody else in sight, and the three small boys, aged about four years, had to make the best of what turned up. Each had a problem on, and in, his hands, for each had a coloured balloon in a state of excessively moist deflation. The spokesman of the group left his seat on a doorstep and accosted me with a request to blow up his balloon for him. In declining the honour—as courteously, I hope, as it had been offered—I was actuated by cowardly motives. I was afraid that I, also, might be unsuccessful. I therefore compromised with an extemporaneous homily with an economic flavour, pointing out that the Prime Minister and the Chancellor of the Exchequer, both much more important men than I, were strongly opposed to inflation at the present time, and that it would be wrong of me to condone inflation in any shape or form. Little did I think, as I spoke, that I was already implicated in the process, for almost at the same time as I addressed the four-year-olds, Mr. S. Brown (president of the Executive Councils' Association (Scotland)) was announcing (p. 369) that National Health Service expenditure was now so great that it must be a considerable factor in the national problem of inflation. I hope none of my young friends has given a further twist to the spiral by falling victim to Asian (or other) influenza.

Representative Travellers

Though the approach to the customer (if that old-fashioned word is still current) by the commercial traveller, representative or salesman may be more scientific than of yore, owing something to inspired and instilled psychology, it must not be thought that the "knight of the road" fifty or sixty years ago was completely lacking in knowledge as to the best way to approach his client. Between the patriarchal white beard and the top hat was a piece of mechanism which owed nothing to statistics, market-research, consumer-resistance or sales graphs. Our old friend learned in the hard school of experience, developing a character and personality all his own. It did not take him long to learn where the name of Gladstone was anathema or the subject of Tariff Reform taboo. And in course of time he became so closely identified with the firm as to be the firm itself. There was an individuality about the man as there frequently was about his firm, and both may be in danger of being extinguished by the pressure of modern methods, with their efficient and calculating moulding to pattern. It is a sobering thought that each of us has his own dossier prepared in card-index form, so that for all we know we may be subjected to analysis and psychoanalysis in some Scotland Yard of commerce.

Behind the Counter

But it may be that we, behind the counter, are also assessing as we are being assessed. I have sometimes toyed with the idea of keeping my own card-index, under such headings as the good fellow, the jovial, the aggressive, the fawning, the confidential, the pontifical, the jaunty, the confident, the apprehensive, the obsequious, etc., but I shall have to hurry before modern efficiency submerges the individual idiosyncrasies altogether. But lest it be thought that I am soured in the matter, I hasten to add that I have found many good friends in the gentlemen of the road, and probably most cards would be found under the heading of good fellows. We, for our part, have our own peculiarities, and there must be several ports of call which the representative would like to miss if he could. One has a certain sympathy with the frustrated salesman in the film who wrote on his card: "This man would say no to Rita Hayworth."

SOUTH LONDON AND SURREY GOLFERS

How the Bobby Locke trophy was added to the prize list

IN 1956 Mr. George Jamieson (secretary, South London and Surrey Pharmacists' Golfing Society) took a day off to watch the highlights of the Canada



FROM ONE GEORGE TO ANOTHER: Mr. George Jamieson, left, presents the Bobby Locke trophy to Mr. George Philp, Langley Park.

cup match. At the end of the contest, Bobby Locke threw a ball to the crowd. George, with his eagle eye and outstretched hands leapt high in the air, beat off his attackers and grabbed the ball! Instead of leaving the ball on the grand piano at home he decided that it would be a suitable trophy for competition purposes. With typical Scottish generosity he offered it to the Society and the offer was quickly ac-



The table of prizes.

cepted. That story was told by Mr. J. L. Wrathall when he introduced the



Mr. Frank Needham, Leatherhead club, left, receives from Mr. G. T. Johnson (immediate past-president of the Society) the second prize in the Founder's trophy.

award winners at the fourth annual supper of the Society at Shirley Park, Croydon, on September 25. As Bobby Locke won the "open" on no less than four occasions the trophy is of major interest. The committee decided that it would be open to annual competition for those with a handicap of eighteen and over. It was won for the first time at Langley Park by Mr. G. Philp, with a score of 1 down.



Mr. Vernon Powell (a director, Vernon Powell, Ltd., Croydon) (left) presents the Verona trophy to Mr. Alec Barnetson who won the prize with the "positively indecent" score of 43.

DISPENSARY IN A DOCTORS' SURGERY

Feature of scheme for a Wimborne partnership

AN article in the *Supplement to the British Medical Journal*, dated August 24, described new surgery accommodation for a partnership of four doctors serving a small market town (Wimborne, Dorset), the centre of a largely agricultural community.

A feature of the premises is a dispensary, approximately 20 ft. square, fitted with laminated-plastic-topped dispensing benches against two walls with shelves above for drugs, and drawers and shelves beneath. At the end of one bench is a telephone exchange; at the end of the other, a sterilising bench. On the third wall are terraced shelves for drugs, the poison cupboard and a shelf

with a tray for each doctor, acting as a receptacle for the record cards of the day's new visits. On the fourth wall are further terraced drug shelves and a desk for the daybook. Some bulk dispensing stores are housed in the reception room next to the dispensary. There is also a storeroom for bottles, etc.

After the patient, if a dispensing patient, has seen his doctor a "chit" is handed in at the dispensary hatch and a seat opposite may be used while the prescription is being made up.

The four doctors of the partnership have between them 9,000-10,000 mainly National Health Service patients, of whom over 5,000 are dispensing units.

Other prizes presented during the evening and their recipients were:—

- CUPAL PRIZE, W. J. Baldock.
- SCOTIA BOWL, M. Lewis.
- UCAL CHALLENGE CUP, D. Hobern.
- G. G. WATT PRIZE, W. J. Baldock.
- PRESIDENT'S PRIZE, J. McKenzie.
- F. WIDOCK'S MEMORIAL TROPHY, T. Powell.
- VERONA TROPHY, A. H. Barnetson.
- PFIZER PRIZE, J. McKenzie.
- COMMITTEE PRIZE, C. J. Martin.
- KNOCK-OUT COMPETITION, D. Spier.
- COW & GATE TROPHY, G. Penman.
- UNICHEM TROPHY, F. Jamieson.
- FOUNDER'S TROPHY, D. Spier.

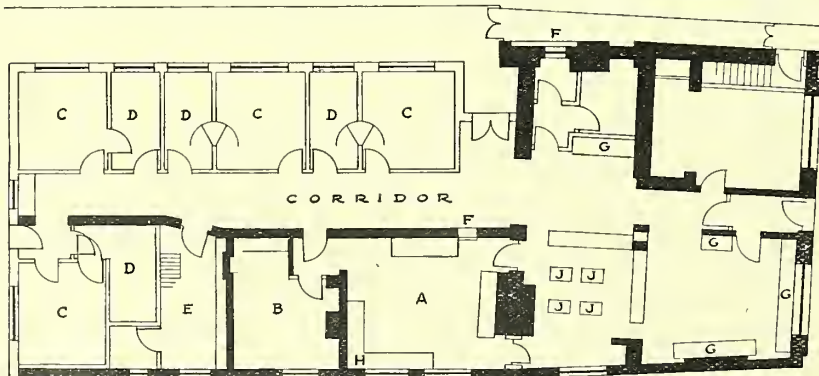


Illustration (a slightly modified version of the one in the *Supplement to the British Medical Journal*) shows:—A = Dispensary. B = Treatment rooms. C = Consulting rooms. D = Examination rooms. E = Store. F = Medicine hatch. G = Waiting seats. H = Day-to-day drug cupboard. J = N.H.S. cards.



Mr. Cecil Foster (a director, Unichem, Ltd.) presents Unichem trophy to Mr. Frank Jamieson.

PHOTOGRAPHIC DEALERS' DINNER

"Essentially a happy trade," says Association's chairman

DESPITE cancellations caused by Asian 'flu, close on 700 diners were present at the annual dinner of the Photographic Dealers' Association, in London on October 8. They heard the photographic industry described by THE CHAIRMAN (Mr. Norman S. Thorpe, F.S.M.C., F.B.O.A.), as "essentially a happy trade," and photography as complementary, not competitive, to other sports and pastimes. Despite considerable unrest during the previous twelve months the winter season was proving unbelievably successful. What surprised him was the small appreciation by manufacturers of the large amount retailers spent on advertising. A writer in the journal of the National Chamber of Trade, dealing with the subject of European Free Trade, had promised retailers that they would gain special benefits from it—"all the ha'pence and none of the kicks." That, if true, would be a refreshing novelty. All the same he believed that the next ten years

would be even more revolutionary and prosperous than the decade now ending.

MR. A. L. M. SOWERBY (president of the Royal Photographic Society and editor, *Amateur Photographer*), who responded, described the photographic trade as being healthier than ever before in his lifetime, supporting three times as many photographic societies and three times as many photographic journals as pre-war.

The members' exhibition challenge cup was presented to the winner (Mr. S. L. Finch, Norfolk Camera Centre) by MRS. THORPE. The prize for the best pictorial photograph was received on behalf of the winner (Mr. F. H. Masser, A.I.B.P., Malton, Yorks) by Mr. E. Butterwick; the monochrome slide prize by Mr. H. S. Thorpe on behalf of Mr. Cecil Jacobs, Leicester; and the colour slide prize by the winner (Mrs. Joyce Chard, Palmers Green, London, N.13).

Dancing and a floor show occupied the remainder of the time.

STATUTORY COMMITTEE

Two members struck off

THE Statutory Committee of the Pharmaceutical Society meeting in London on October 2, ordered that the names of William George John Martin, 22 Wadham Road, North End, Portsmouth, and Ieuan Arthur Williams, The Pharmacy, Towyn, Merioneths, should be removed from the Register of Pharmaceutical Chemists. SIR DAVID CAIRNS, Q.C. (chairman) told Mr. Martin that the Committee had found that he had been convicted on July 31 of driving a motor vehicle while under the influence of drink, and of driving a motor vehicle in a manner dangerous to the public. So far as driving under the influence of drink was concerned the Committee was satisfied that that was an offence such as to render him unfit to be on the Register. The Committee had to take into account the fact that a man who drove a motor vehicle under the influence of drink might be under the influence of drink at his

pharmacy. "In your case it is impossible for the Committee to disregard the surrounding circumstances in deciding whether it is a proper case in which to strike your name from the Register or not. . . . Within the past three years on four separate occasions you were in fact found to be drunk in charge of a pharmacy, and two of those occasions

PHARMACEUTICAL MANUFACTURERS

Autumn conference of the Association

THE Association of British Pharmaceutical Industry held its autumn conference in Portrush, Northern Ireland, on October 3 and 4, with 160 members, ladies and guests present. Council and committee meetings, with which the conference opened on October 3, were followed in the afternoon session by the half-yearly general meeting of the Association, at which the president

were during the period of adjournment by this Committee to give you an opportunity of pulling yourself together. It is just exactly twelve months ago that you were last before the Committee, and you were told in the clearest possible terms on that occasion that if at any time in the future you should come before the Committee on a similar complaint, it would be an inevitable result that your name would be removed from the Register at the first hearing without any adjournment or period of probation or anything of that kind." The Committee's direction would become effective three months from the date of the inquiry.

Mr. Williams did not attend an inquiry to consider information and evidence from which it appeared that (1) he had been convicted of having sent an indecent communication through the post; (2) he supplied to a Mrs. Maureen Jocelyn Boyd a medication on being requested by her to supply her with material to terminate her pregnancy, and (3) he carried out a physical examination of Mrs. Boyd, and (4) on September 18 he was under the influence of drink or drugs whilst in charge of a pharmacy. Sir David Cairns said that the Committee was satisfied that Mr. Williams was convicted of having sent an indecent communication through the post; and that he was guilty of the misconduct referred to (2, 3 and 4). The Committee was satisfied that each of those cases of misconduct was such as to render him unfit to remain on the Register, and gave a direction for the removal of the name of Mr. Williams from the Register.

(Dr. T. H. M. Kerfoot) was in the chair. The meeting discussed the terms of reference of the two committees recently appointed by the Minister of Health and Secretary of State for Scotland, respectively, to inquire into the costs of National Health Service prescribing, and approved the arrangements proposed by the Council for preparing and submitting evidence to those committees on behalf of the Association.

At the conference dinner on October 4 the toast "Our Guests and Ladies" was proposed by the president. The response was made by Mr. C. A. Quinn (president, Pharmaceutical Society of Northern Ireland) who was accompanied by the Society's secretary (Mr. W. Gorman). Mr. Quinn paid tribute to the export and research achievements of the British pharmaceutical industry and expressed pleasure at the Association's choice of Northern Ireland as venue for the Conference. He presented Dr. and Mrs. Kerfoot with a gift of Irish linen.

On October 4, golf competitions were held at the Royal Portrush golf club and for non-golfers there was a day excursion to Dunluce Castle, Ballycastle, Cushendall, Ballygally, Larne, and Templepatrick. The conference closed on the Friday evening with a dinner at which the golf trophies were presented. [Results, p. 397.]

TAKE THOU: There are seven items in the two prescriptions reproduced above from *Prescribers' Notes* (September). What did the doctors order? For translation, see p. 401.

LEGAL REPORTS

Poison-to-Child Allegations

AT Prescott, Lancs, magistrates' court, on September 27, Thomas Bleasdale, a road sweeper, Latham Close, Prescott, was accused of administering to eleven-months-old Henry Bleasdale "a certain noxious thing . . . so as thereby to endanger the child's life." On August 20, said Bleasdale's wife, she was given some hair cleanser. The label on the bottle indicated it was poisonous. At 6.30 p.m. on September 7 she left to go to the doctor, asking Bleasdale to look after the baby. She noticed the bottle in the pantry was about half full. Outside she decided to go back and arrived at 6.45 p.m. In the back kitchen she could smell the hair cleanser. She ran into the living-room and shouted: "What have you done to my baby?" The baby's breath smelled of the hair cleanser and Mrs. Bleasdale noticed that his tongue was purple and that the hair cleanser was missing. When first seen by the police Bleasdale was alleged to have denied giving the baby anything. A detective constable read an alleged later statement by Bleasdale in which he said he was not the father of the child and did not like it. The child was always crying and causing him to lose his rest at night. He is alleged to have admitted pouring a small quantity of the liquid into the baby's mouth. Bleasdale was committed for trial in custody to Liverpool Crown Court on October 8.

Undertakings in Respect of Mark

SETTLEMENT of an action by Coty (England), Ltd., Stratford Place, London, W.1, against Henry Tetlow & Co., Ltd., 191 Latimer Road, London, W.10, and F. W. Woolworth & Co., Ltd., 1 New Bond Street, London, W.1, was approved by Mr. Justice Paull in the Vacation Court, London, September 24. Counsel for Messrs. Coty told the judge that the action concerned alleged infringement of trade mark and passing off in respect of lipsticks manufactured by the first defendants and sold by the second. It was proposed that, by consent, the motion should be treated as the trial of the action and both defendants would give undertakings in terms sought in the writ. There would be a further undertaking that Messrs. Woolworth would cease selling lipsticks with certain cards attached. For Messrs. Woolworth it was affirmed there was no admission by either of the defendants that there had been any infringement of trade mark or any passing-off; they were anxious not to do anything that might lead to anything of the sort.

Murder-by-Insulin Charge

AT Bradford city magistrates' court, on September 26, the hearing was concluded of a charge against Kenneth Barlow, charge nurse, Newton Way, London, N.18, alleging that he murdered his wife on May 3 by giving her injections of insulin which produced a coma during which she drowned in her bath at their then home in Thornbury Crescent, Bradford. Barlow was committed in custody for trial at Leeds Assizes. He pleaded not guilty and re-

served his defence. At an earlier point in the proceedings the matron of St. Luke's Hospital, Huddersfield, said that Barlow had been employed at the hospital as a charge nurse, and his duties included the giving of injections, including insulin. He had access to supplies of insulin, and as he was a trained person no strict check would be kept on the number of units he "consumed." Ampoules of another drug, ergometrine, were kept in the night nurses' cupboard, to which anyone with a key had access. When the defence asked: "Why was it that there was this apparently lamentable lack of check on the quantity of insulin used?" witness said: "It is not a dangerous drug and not covered by any regulation." Ergometrine was classified as a dangerous drug and a check was kept on it after January 30. She had never heard that it was regarded as one of the drugs for procuring an abortion. The prosecution asked: "Is it a cardinal rule of medical and nursing practices that insulin must be available for diabetics without any kind of delay which any formality might induce?" "Yes." A night sister at the hospital said in evidence that early in April Barlow had told her that a neighbour's wife was pregnant. They did not want the baby and had asked him if there was anything she could take. She had told Barlow she did not know of anything. Shortly after that conversation three ampoules of ergometrine were missed from the cupboard at the hospital. A Home Office pathologist, giving evidence, said that he had found four hypodermic needle marks, two in each of Mrs. Barlow's buttocks, not a position usually chosen for self-administration. The most recent mark had been made some hours before death. He found no signs of actual or intended abortion. The pathologist was asked, "What part is insulin alleged to have played in the death of Mrs. Barlow?" "In my opinion she was under the influence of an overdose of insulin when she went into the bath and subsequently went to sleep or became unconscious and drowned."

Drysalter Gaoled for Receiving

CHIEF prosecution witness in a case at Hull Quarter Sessions recently in which John Lee Carter, a fifty-year-old drysalter, of 100 Mayfield Street, Hull, was sentenced to nine months' imprisonment for receiving goods knowing them to have been stolen, was a man who said he was serving a sentence at Leeds Prison for stealing goods from his former employers, Lofthouse & Salter, Ltd., manufacturing chemists, Hull. There were eleven counts. Carter, who pleaded not guilty, was found guilty on nine after the jury had been out for more than an hour. The witness, Albert Whiteley, formerly of 33 Hopwood Street, Hull, said in evidence, that he worked for Messrs. Lofthouse & Salter from 1944 until he was dismissed in July 1957 for stealing. He added: "I stole all sorts of things over a period of about four years, including razor blades, tooth-paste, shampoos,

wave-setting lotion, hair cream, and sun-tan lotion. From January 1 last to July 19," Whiteley went on, "I stole, on an average, £2 10s. worth of goods each week. One day about four years ago, Carter and I talked in the street. I agreed to get him what goods I could, and he agreed to pay me half retail price for what I got. He used to ask me for whatever he wanted, and I would get it. I would go into the shop with it if there were no customers there; otherwise, I would go round to the back and put the stuff in the garage, then going back to the shop." Cross-examined, Whiteley said it was untrue that he had sold stolen goods to a friend; and it was untrue that he was trying to shield that friend by blaming Carter for receiving the goods. A detective officer said in evidence that at Carter's shop he recovered goods similar to those Whiteley had admitted stealing. Carter was asked to produce receipts for the goods involved, but was not able to do so. Defending counsel, who said he did not intend to put Carter into the witness box, told the jury: "There is no obligation upon Carter to prove his innocence in this matter. If the prosecution prefers the word of a self-confessed thief, then the prosecution should be prepared to prove it. Carter was visited by police officers at midnight, and subjected to interrogation lasting from half an hour to an hour. Time and time again he told his interrogators that he did not know Whiteley; time and again he told them that he never bought from Whiteley any of the goods involved. . . . Have you ever heard more tainted evidence?" counsel asked. "Invoices have been produced which show that Carter purchased goods from people other than Whiteley. There are ever so many ways in which this man could have obtained goods for cash, without getting receipts for his payments. There is, I submit, a real possibility of a tragic miscarriage of justice."

"Enslavement" to Drug

AT Glamorgan Quarter Sessions at Swansea on October 3 Marian Irene Boughton, of Park Street, Clydach Vale, Glamorgan, was sentenced to six months' imprisonment for housebreaking and larceny of goods valued £30. She was said to have such a craving for Drinamyl that she would even do housework for women who could get her prescriptions for the tablets. A police-woman agreed that since Boughton's marriage had been dissolved five years ago she had been under the care of her doctor, who had prescribed a sedative; Boughton had suffered from nervous exhaustion and had been a hospital patient. Defending solicitor said that Boughton had been a drug addict for five years. Her conduct was explicable on the basis of her enslavement to the drug. Passing sentence, the chairman said it seemed Boughton was not the only one in the district addicted to the drug. It was rather alarming to find that it was not unknown for women who required the drug to change their doctors if they found they could not get enough of it.

COMPANY NEWS

Last year's figures in parentheses

DOMESTOS, LTD. — Mr. T. R. Auchincloss (formerly chief chemist) has been appointed to the board as technical director.

LEWIS & BURROWS, LTD. — Mr. K. B. Bristow (chairman) informs shareholders that no written offer has yet been received from the London Cemetery Company (C. & D., September 20, p. 340). Nor has the company, despite several requests, received a bank guarantee that funds are available. All that the board has received is a verbal indication previously reported. Mr. Bristow says that Henry Ansbacher & Co. state they have no intention of increasing their offer nor of extending the acceptance date beyond October 11. The directors, therefore, see no reason to alter their recommendation that Ansbacher's offer of 40s. per stock unit should be accepted. — After that statement was issued London Cemetery Co.'s offer was published and their offer was expected to go out direct to shareholders in a few days. Their offer is likely to close on October 22.

GLAXO LABORATORIES, LTD. — The total dividend for year ended June 30 is being raised from the equivalent of 9½ per cent. to 12½ per cent. The actual payment for 1955-56 was 14 per cent. but this was made on the capital prior to a one-for-two issue of fully paid shares. The final payment now recommended is 7½ per cent. (against the equivalent of 5½ per cent. for the previous year). Profits, before tax, passed the £4 millions mark for the first time and were returned at £4,170,000 (£3,206,000). The second half of the year has again proved to be a good one for the group. Profits for the first six months were estimated at £1,665,000 (£1,384,000). Turnover at the end of the first half of the year was 21 per cent. greater in value compared with the same period of 1955. Net profits were £1,838,000 (against £1,665,000 after deducting £100,000 superannuation, now a charge). Tax provision, £2,332,000 (£1,441,000); general capital reserve (obsolescence and replacement) again receives £1 million, while general revenue reserves are allotted £250,000 (nil). In 1955-56, however, £100,000 was placed to exchange reserve. After allowing for dividends, the carry forward is £569,781 (£537,416).

New Companies

P.C. = Private Company; R.O. = Registered Office

COLIN FREEMAN, LTD. (P.C.) — Capital £100. To carry on the business of hairdressers' sundriesmen, etc. Directors: Colin Freeman and Marie Freeman. R.O.: 121 Green Street, London, E.7.

H. STEIN (CHEMISTS), LTD. (P.C.) — Capital £8,000. To carry on the business of wholesale or retail chemists, etc. Directors: Henry Stein, M.P.S., and Leah Stein. R.O.: 319 Hedon Road, Hull.

J. GEDDES (CHEMISTS), LTD. (P.C.) — Capital £1,000. To carry on the business of wholesale or retail chemists, etc. Directors: John Geddes, M.P.S.,

and Doris Geddes. R.O.: 380 Norwood Road, London, S.E.27.

H. L. & G. WALTERS (CHEMISTS), LTD. (P.C.) — Capital £100. To carry on the business of dispensing and photographic chemists, etc. Solicitors: Browne, Jacobson & Roose, Nottingham. The first directors are not named.

JAMES G. CATTO & CO., LTD. (P.C.) — Capital £2,000. To acquire the business of chemists carried on at 9 Church Road, Hendon, etc. James G. Catto, M.P.S., is the first director.

BIDWORTH PHARMACIES, LTD. (P.C.) — Capital £1,000. To carry on the business of chemists, druggists, etc. Directors: Brian E. Bidwell, Eric A. Hepworth, M.P.S., and Agnes Hepworth. R.O.: 151 Red Lion Road, Tolworth, Surrey.

P. WISHINGSKY (SUPPLIES), LTD. (P.C.) — Capital £100. To carry on the business of manufacturers of and dealers in chemicals, gases, drugs, medicines, etc. Directors: Philip Wishingsky and Fanny Wishingsky. R.O.: 13 New Bond Street, London, W.1.

W. J. BERRY, LTD. (P.C.) — Capital £100. To carry on the business of chemists, druggists, opticians and librarians, etc. Directors: Walter J. Berry, M.P.S., and William T. Berry. R.O.: 59 Seaforth Road, Seaforth, Liverpool, 21.

DERBY MEDICAL SUPPLIES, LTD. (P.C.) — Capital £100. To carry on the business of proprietors and exploiters of patent medicines and remedies, etc. Gordon H. Long is the first director. R.O.: 122 Kedleston Road, Derby.

BUSINESS CHANGES

BORAX & CHEMICALS, LTD., have moved their head office to 35 Piccadilly, London, W.1 (telephone: Regent 2751).

GRIFFIN & GEORGE, LTD., announce that the address of their sales office and warehouse for the Birmingham area is now Frederick Street, Birmingham, 1 (Central 2552). Also that the telephone number of their Edinburgh office at Johnston Terrace is now Caledonian 4868.

Appointments

GORDON & GOTCH, LTD. — Mr. John Berrill has been appointed to the newly created position of deputy managing director.

COOPER, McDUGALL & ROBERTSON, LTD., Berkhamsted, Herts, have appointed Mr. C. L. J. Wardley their secretary in succession to Mr. W. Pell who has retired.

HANIMEX (U.K.), LTD., 345 City Road, London, E.C.1, have appointed Mr. Arthur F. Thomas, their industrial sales manager, which will include the duties of public relations. Mr. G. A. Glazier, 33 Riddons Road, London, S.E.12, has been appointed a representative for special duties and Mr. K. J. Howard, 9 Knockholt Road, London, S.E.9, representative in Wiltshire, Hampshire, Somerset, Dorset, Devon, Cornwall, and Bristol.

MARRIAGES

GIBSON—WALLACE. — At University Memorial Chapel, Glasgow, on October 1, George Gibson, B.Sc., 48 First Avenue, Netherlee, to Margaret Wallace, M.P.S., Kingston Lodge, Bishopston, nr. Glasgow.

HARDISTY—SUTCLIFFE. — At Farsley Baptist Church, Farsley, Leeds, Yorks, on October 5, Bernard Hardisty, M.P.S., Falgrave Avenue, Fagley, Bradford, to Anne Doreen Sutcliffe, M.P.S., Stenly Royd, Farsley.

Golden Wedding

STARKE—CHAMBERLAIN. — At St. Andrews, Stamford Hill, London, N.16, on September 4, 1907, Augustus Bruce Starke to Mabel Hilda Chamberlain. Present address: Sundridge, Chalkwell Esplanade, Westcliff-on-Sea, Essex. Mr. Starke is governing director of Bruce Starke & Co., Ltd., merchants, 5 Fenchurch Street, London, E.C.3. He founded the business in 1899 and is still actively engaged in looking after the affairs of the company.

DEATHS

CROFT. — On September 16, Mr. Angelo James Croft, M.P.S., 97 King Street, Stretford, Manchester, aged sixty-eight.

GILL. — On August 22, Mr. Herbert Edward Hamilton Gill, M.P.S., 97 Heneage Street, Birmingham, 7. Mr. Gill qualified in 1922.

GREEN. — On September 22, Mr. Joseph William Green, M.P.S., 34 Shermanbury Road, Worthing, Sussex. Mr. Green qualified in 1891 and retired from business thirty years ago.

OTTER. — Suddenly, on September 30, Mr. Alfred Ian Otter, M.P.S., Darwin, Skegby Lane, Mansfield, Notts, aged forty-two.

PARSONS. — On October 7, Sir John Parsons, C.B.E., F.R.S., aged eighty-nine. He was consulting surgeon to the Royal London Ophthalmic Hospital. He was author of books on "Colour Vision" and "The Theory of Perception."

PERSONALITIES

MR. T. W. HOWARD (chairman of Howards of Ilford, Ltd.), has been elected chairman of the British Standards Institution's chemical divisional council.

MISS A. M. NEW, M.P.S., Parkgate, Wirral, Ches, pharmacist of St. Catherine's Hospital, has been presented by the Birkenhead Hospital Management Committee with an illuminated scroll on the occasion of her retirement after forty-one years' service. Miss New, who held the Apothecaries' Hall qualification when first appointed, qualified as a pharmacist in 1917.

WHAT WAS ORDERED

TRANSLATION of the prescriptions reproduced on p. 399: Left, Mist morph. et ipecac, 5 xii; Linct, scill. opiat., 5 iv; lin. alb., 3 iv. Right, Lot. Milton 1 in 40, 3 xvi; Lot. acriflavin. 1 in 1,000, 5 xvi; wool 1 lb.; Elastoplast 6 in., one tin.

PHOTOGRAPHIC NOTES

Deckle-edge Print Trimmer.—The Susis print trimmer issued by the Pullin Optical Co., Ltd., 93 New Cavendish Street, London, W.1, is available in 6-in. straight cut and deckle-edge models, each sturdily made in steel.

Sharper-image Cine Films.—Kodak, Ltd., Kingsway, London, W.C.2, are marketing a new range of 16-mm. cine-Kodak films with "high-acutance" emulsions. "Acutance" (degree of image sharpness) has been raised to a high level by a combination of new techniques. The new 16-mm. films are Cine-Kodak Tri-X and Plus-X films both reversal and negative.

Daylight Viewer for Transparencies.—The Pullin Optical Co., Ltd., 93-97 New Cavendish Street, London, W.1, are marketing a new 2 x 2 in. daylight transparency viewer, the Instant, with three-position focusing. It is produced in cream polystyrene, each viewer is individually boxed.

"Twin Pack" of Developer.—A new Unitex "twin-pack" Pactum issued by Johnsons of Hendon, Ltd., Hendon Way, Hendon, London, N.W.4, contains chemicals to make up 600 c.c. of Unitex fine grain developer in two separate batches of 300 c.c. In the larger 1,200-c.c. pack Unitex has already established itself as an excellent developer, especially with the faster modern film emulsions.

Normal-to-wide-screen Home Films.—Film programmes in any width from normal to wide screen can now be shown at home by means of the G.B.-Bell and Howell 16-mm. sound projectors. A new and exclusive control—the variable-aperture plate—is introduced as a standard feature, and existing G.B.-Bell & Howell machines can be adapted by any cine-service dealer at a cost of £10 10s. The manufacturers are Rank Precision Industries, Ltd., 37 Mortimer Street, London, W.1.

Two-day Showroom.—North Staffs. Photographic Services, Ball's Yard, Newcastle, Staffs, are exhibiting at the Imperial Hotel, Lime Street, Liverpool, on Tuesday and Wednesday, November 19 and 20, their complete range of cameras, enlargers, flash units, tripods, etc. The exhibition is being made open to the general public from 12 noon to

9 p.m. and will be expertly staffed to give demonstrations and assist amateurs in every way. The organisers invite chemists in the area to visit the showroom.

Disney Picture Viewer.—The Mag-o-flex projector viewer produced and distributed by Johnsons of Hendon, Ltd., London, N.W.4, is loaded with five Disney film stories in colour "stills"



(120 pictures in all). Moulded in two sections in contrasting colours, the Mag-o-flex contains condenser, objective lens and mirror, and projects the image on to a translucent plastic screen in the lid, which automatically "catches" in correct position when opened, switching on the light at the same time. Extra film stories, each of twenty-four pictures, are available.

Now Available in Britain.—Kodak, Ltd., Kingsway, London, W.C.2, announce that "strictly limited" supplies of British-made Kodacolor colour negative film in roll-film sizes 120 and 620 are becoming available during October. Ample supplies are expected to be available by the summer of 1958, by which time it is hoped to be able to announce plans for introducing Kodacolor film in other sizes. The film is a dual-purpose negative material that can be exposed either by daylight or with clear flash-bulbs without the use of a compensating filter. When cameras with adjustable lens apertures and shutter speeds are used, average subjects in full sunlight require an ex-

posure of only 1/50 or 1/60 second at f/11. Kodacolor film may be used in simple box cameras provided the subject is in bright direct sunshine. Exposed Kodacolor film is first processed into colour negatives, from which enlarged semi-gloss paper prints in full natural colour are produced. The prints, with narrow white margin, are made in 3½ x 5 in. size from all eight-on and sixteen-on roll film negatives; and in 3½ x 3½ in. size from all twelve-on (square) roll-film negatives. The full area of the negative is enlarged. After exposure, the film is handed to a Kodak dealer for dispatch to a new Kodak Processing Station at Hemel Hempstead, Herts. Films and negatives are not accepted by Kodak, Ltd., direct from amateur photographers.

TRADE NOTES

Improved Pack.—S. Maw, Son & Sons, Ltd., Barnet, Herts, are now issuing their toilet lanoline in new packs (collapsible tube and "economy-size" jar) and new colours.

Discontinued.—Lederle Laboratories Division, Cyanamid of Great Britain, Ltd., Bush House, Aldwych, London, W.C.2, announce that Folvite solution, twelve 1-c.c. ampoules, has been withdrawn.

Now Also in Bottle.—County Laboratories, Ltd., County Building, Honeypot Lane, Stanmore, Middlesex, point out that they are now offering for the first time a bottle pack of Bristow's lanolin shampoo.

A Double Salt.—Lewis Laboratories, Ltd., Knowsthorpe House, Knostrop Lane, Leeds, 9, point out that their speciality Dimagel contains a double salt, dimagnesium aluminium trisilicate, and is not, therefore, as described in these columns recently.

Additions to Range.—The Distillers Co. (Biochemicals), Ltd., Speke, Liverpool, 19, announce the addition of the following products to their range of oral penicillin-V preparations:—Distaquaine V 120: bottle of 500 120-mgm. tablets; Distaquaine V 240: bottle of 500 240-mgm. tablets.

Taxable.—Solport Bros., Ltd., 44 Spencer Street, London, E.C.1, state that they have received a ruling from the Customs and Excise authority that all bath straps, whether of loofah and turco or all loofah, are subject to purchase tax at the rate of 30 per cent. under group 31 (c).

Agents for Swiss Manufacturer.—Following the incorporation of Huffer & Smith, Ltd., as a subsidiary company of C. F. Gerhardt, Ltd., the Swiss fine chemical manufacturers, Siegfried, Ltd., Zofingen, have confirmed the appointment of Messrs. Huffer & Smith as their sole agents for the United Kingdom. All inquiries for the fine chemical products of Messrs. Siegfried should therefore be sent to New Era Works, Purley Way, Croydon, Surrey.

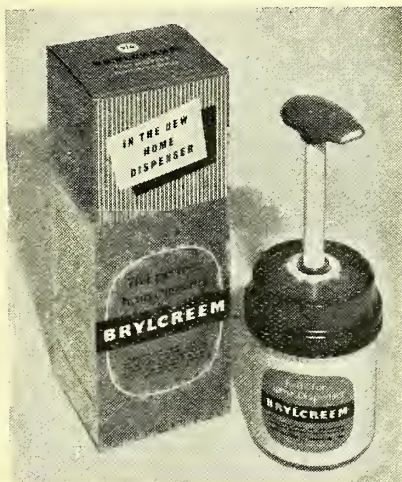
Sprinkler-capped Antiseptic.—Currently featured on commercial television, Del disinfectant antiseptic, the makers of which are Del-Fre Products, Ltd., Waltham Cross, has a "unique" sprinkler cap. The product is marketed in three sizes: 4-oz., 8-oz. and large economy refill. A special "television



INTERNATIONAL SALES CONFERENCE: Representatives from sixteen European countries were among salesmen of the Scholl Manufacturing Co., who attended an Eastern hemisphere conference organised by the company at Brighton recently.

pack" offer comprises the 4-oz. sprinkler-capped bottle bandage with 16-oz. refill. Orders are accepted on a 2-3 weeks' delivery basis.

Improvements in a Home "Dispenser." — County Laboratories, Ltd., Honeypot Lane, Stanmore, Middlesex, draw attention to modifications in the



design of the Brylcreem home "dispenser" so as to ensure greater strength, improved appearance and greater ease in changing the refill jar. A three-dimensional showcard (B 882), now being distributed to chemists, displays the "dispenser" and carton to full advantage.

Veterinary Prednisolone. — Pfizer, Ltd., 137 Sandgate Road, Folkestone, Kent, claim that recent trials with their veterinary speciality Deltacortril (prednisolone) have shown that the disease of ketosis in dairy cattle may be halted in its first stage. In the trials carried out in Britain, ketosis was confirmed by blood examination in seventy-five cases. Fifty-seven of those recovered after a single injection of 100 mgm. of Deltacortril, and in ten other cases there was a response after further injections.

Chloroquine Phosphate. — Imperial Chemical Industries, Ltd., Pharmaceuticals Division, Fulshaw Hall, Wilmslow, Cheshire, point out that they are the British manufacturers of chloroquine phosphate, B.P., which they issue as bisected tablets each containing 0.25 gm. under the trade name Avlocor. The tablets are suitable for use in the treatment of rheumatoid disease, as reported in the ninth International Congress on Rheumatic Diseases held recently in Toronto. At that Conference the drug was claimed to produce results in rheumatoid disease as good as those from any other forms of therapy and with little risk to the health of the patient. Avlocor tablets are available in containers of ten, 100 and 500.

Reformulated. — Glaxo Laboratories, Ltd., Greenford, Middlesex, announce slight reformulations of several of their products to bring them into conformity with new British National Formulary specifications. Ef-Cortelan ointment No. 2 now contains hydrocortisone (free alcohol) in place of hydrocortisone acetate. Delta Cortelan tablets and

Delta Ef-Cortelan tablets contain increased amounts of prednisone acetate and prednisolone acetate respectively, the stated tablet content now being based on the appropriate alcohol. Those adjustments bring the products into line with ung. hydrocortison., tab. prednison. and tab. prednisolon., respectively.

Credit Sales Scheme. — Philips Electrical, Ltd., Century House, Shaftesbury Avenue, London, W.C.2, announce a credit sales scheme operated for them by Sterling Mercantile Finance Co., Ltd., 9 Oxford Street, London, W.1. The scheme involves a transaction in five stages, as follows:—(1) Customer and dealer complete agreement form; (2) dealer collects from customer and keeps a deposit of 24s. (same deposit for all models) but retains the shaver; (3) dealer sends agreement form to Messrs. Sterling; customer receives notice of acceptance, which is notified to dealer; customer also receives copy of agreement, payment

instructions and an authority to collect the shaver; (4) dealer, on being presented with the authority form, fills in serial number of shaver; customer signs the form (now the official receipt) and is handed his Philishave; (5) dealer sends completed authority to Messrs. Sterling and receives in return a cheque for the full list price less deposit.

Bonus Offers

ENGLISH GRAINS CO., LTD., Shobnall Road, Burton-on-Trent. Yestamin vitamin yeast tablets. One bottle free in every order of twelve.

S. MAW, SON & SONS, LTD., Barnet, Herts. Maw's toilet lanoline. Twelve tubes for price of eleven. Thirty-six tubes for price of thirty. Until November 30.

F. C. PATON (SOUTHPORT), LTD., Lancs. Paton's dental ointment. Twenty-four tubes charged as twenty-three. On direct orders. (New counter display outer contains one doz. tubes.)

NEW PRODUCTS AND PACKS

"New-look" Pack. — The English Grains Co., Ltd., Shobnall Road, Burton-on-Trent, are marketing their Yestamin vitamin yeast tablets in a bottle of new shape with distinctive label.

Achromycin V in Syrup. — The introduction by Lederle Laboratories Division, Cyanamid of Great Britain, Ltd., Bush House, London, W.C.2, of Achromycin V syrup brings the benefits of the antibiotic to the youngest patient.

Dihydrocodeine Bitartrate. — Duncan, Flockhart & Co., Ltd., 16 Wheatfield Road, Edinburgh, 11, have made available a new speciality, DF 118 brand dihydrocodeine bitartrate. The product, issued as tablets each containing 30 mgm., is presented in containers of twenty-five and 100. It is indicated as an analgesic for severe pain, as in incurable disease.

Anti-tubercular Drug. — Eli Lilly & Co., Ltd., Basingstoke, Hants, announce the introduction of a new anti-tubercular drug, Cycloserine Lilly. Cycloserine is a new antibiotic. It is indicated in the treatment of severe pulmonary tuberculosis resistant to other drugs. Initially supplies are being restricted to hospitals. The presentation is as 250-mgm. Pulvules in bottles of forty and 500.

Hydrocortisone in Greasy Base. — Ef-Cortelan with neomycin skin ointment No. 2 (with a greasy base) is now available from Glaxo Laboratories, Ltd., Greenford, Middlesex. The original (non-greasy) product continues to be available, it becomes known as No. 1. At the same time the formula has been adjusted to contain hydrocortisone alcohol 1 per cent. (in place of acetate) with neomycin sulphate 0.5 per cent. Packs and prices are the same for both products.

Polymyxin-B Drops. — Burroughs Wellcome & Co., 183 Euston Road, London, N.W.1, announce the introduction of Otosporin drops for the treatment of otitis externa, chronic otitis media, and infected mastoid cavities. Each c.c. of the product contains

10,000 units of polymyxin-B sulphate (lethal to a range of Gram-negative organisms including *Pseudomonas pyocyanea* and *Escherichia coli*), neomycin sulphate 5 mgm. (effective against most strains of *Proteus vulgaris*), and hydrocortisone (free alcohol) 5 mgm. as anti-inflammatory agent. The manufacturers state that the drops not only destroy practically all the bacteria commonly found in ear infections but also reduce irritation, inflammation and oedema. Otosporin drops are available in bottle of 5 c.c., with dropper.

A New Sulphonamide Product. — Smith, Kline & French Laboratories, Ltd., Coldharbour Lane, London, S.E.5, announce the introduction of Sethadil tablets, each containing 0.5 gm. of sulphaethylthiadiazole. The compound, available for the first time in this country, is a bacteriostatic agent understood to be active against all sulphonamide-susceptible organisms. Its safety factor enables respiratory-tract infections to be added to the conditions for which sulphonamides are routinely used. Advantages claimed for Sethadil are an unusually high solubility in urine and a low acetylation rate, greatly reducing the danger of crystalluria. Plasma level maintained with normal dosage is higher than that of any other sulphonamide in common use (12 mgm. per 100 mls of plasma). The rate of excretion ensures that, in the event of idiosyncrasies, the drug is quickly eliminated. Pack: Fifty.

Pre-make-up Soap. — Described as the cosmetic innovation of the year, Bronnley pre-make-up soap, used in the morning, is claimed to give a firm foundation for make-up for the whole day. The makers are H. Bronnley & Co., Ltd., Warple Way, London, W.3.

Products for the Hair. — Silmor Distributing Co., 16 Cosway Street, London, N.W.1, draw attention to the following new André Philippe products: Perfumed lacquer spray, in pink or turquoise polythene squeeze bottle (pack of 2 doz. assorted); refill in pack of 3 doz.; pink cream shampoo in ½-oz. sachet; and bubble-bath sachet in show-box outer containing 3 doz.

DRUG COSTS IN HOSPITALS

Select committee's searching inquiry

TRUE economy in the field of drug expenditure in hospitals can only be achieved when doctors are fully cost-conscious. That is the conclusion of a Parliamentary committee that has been inquiring into running costs of hospitals. The Committee's report was published on October 5. It is the Sixth Report from the Select Committee on Estimates, session 1956-57 (price £1).

"Cost-conscious" Doctors Wanted

Those cost-conscious doctors would, the Committee thinks, appreciate the advantages that can accrue to the hospital service as a whole by a strict avoidance of extravagance in the use of drugs. The Committee noted that medical and lay witness after witness who appeared before a subcommittee referred to the lack of cost-consciousness among doctors although the representatives of Guy's Hospital were not so critical and the Royal College of Physicians thought that the situation was improving.

The Committee believes that no medical student should qualify as a doctor . . . without his being made aware of the financial responsibility of his position in the Health Service, and of the costs of the items he will have to prescribe. The Committee was disappointed to know the opinion of one distinguished medical witness (Mr. E. G. Slesinger (vice-chairman, Board, and chairman, Finance Committee, Guy's Hospital)) that he did not "really think it possible to make a student cost-conscious. They are much too busy learning medicine to get through their examination." The Committee also note that the chairman of the Board of Governors of Guy's Hospital (Lord Cunliffe) had said a course designed to make students cost-conscious "is the sort of thing which I think one does not go putting in a syllabus. . . . If you put it in a syllabus it does tend to get rather forgotten." The Committee did not consider that attitude satisfactory.

It is noted that the estimated hospital expenditure on drugs rose by £1.01 millions from £6.7 millions in 1953-54 to £7.71 millions in 1955-56, despite the fact that the price of drugs fell between two years by about 13 per cent. The Committee wondered whether such growing expenditure was justified by its therapeutic effect. Management Committees and Boards of Governors should place the responsibility for keeping down a hospital drug bill upon the medical staff of that hospital collectively, through the medical staff committee. But the control of drug expenditure should not be left exclusively to the doctors.

The Committee was impressed by the devotion and enthusiasm that prevailed throughout the service, but was depressed by the apparent lack of vigour with which some fundamental problems were being faced by the Ministry of Health.

The Committee recommends that the Ministry of Health should make still greater efforts to encourage the adoption by hospital authorities of joint

contracting and service arrangements where those appear economical.

Among the recommendations of the Committee are that formulae should be devised to enable other objective criteria, in addition to the number of beds, to be given greater weight when assessing the salaries of hospital administrators.

The bulk of the report is taken up with the minutes of evidence taken before a subcommittee of the Select Committee.

Obsolete Autoclaves

The memorandum submitted by the Royal College of Physicians suggests that the sterilisers and autoclaves of hundreds of hospitals—often obsolete—are a standing menace and quite probably the source of much illness which is wrongly regarded as inevitable. Discussing the quality of administrators and technical staff, the memorandum observes that for too many people in hospitals there is no financial inducement to additional effort. In any large hospital, the key members of the staff such as the secretary, the chief pharmacist, the catering officer and the engineer are each in a position to save possibly thousands of pounds a year by skilful husbandry; yet there was no way of recognising that efficiency practically and of preventing capable men . . . from leaving to take more remunerative posts in industry. Many of them did in fact stay in the hospitals but their loyalty cost them dear. The long-term effect of that rigidity of salaries must be the loss of the best brains from the hospital service and a lowering of the quality of entrants.

Questioned by members of the subcommittee, Dr. F. AVERY JONES, of the Royal College, asserted that he was quite certain that the best people in the next generation would not dream of coming into the Hospital Service. He thought that that went not only for caterers but for engineers and pharmacists under the present scales, and not only because of the size of the maximum salary, but because there was just no possibility of recognising any special merit in the individual. The difference in output of individuals was tremendous; the difference it made to a hospital having an efficient pharmacist, for example, may save that hospital perhaps £20,000 a year.

MR. NORRIS M. AGNEW (chairman, Manchester Regional Hospital Board) said in evidence that if a doctor wanted to prescribe a certain drug, he (Mr. Agnew) was not the person to say he was not to. The only thing was for the consultants to instruct their juniors not always to give . . . expensive drugs.

The minutes of evidence show that MR. F. H. AITKEN WALKER (vice-chairman, Reading Hospital Management Committee) told the subcommittee that there had been "very intensive" discussions at Reading between the pharmacists and clinicians generally and methods whereby certain economies could be adopted had been discussed. The Management Committee had every confidence in the group pharmacist

who was effecting a number of economies. The general trend had been to use the out-patient department as a consultative out-patient department, and to refer the patient to the doctor for continuation of the treatment. There were certain cases where the clinician wished to observe the case, and he ordered the drug through the hospital dispensary.

DR. H. L. GLYN HUGHES (senior administrative medical officer, South-east Metropolitan Regional Hospital Board) also referred to the question of drugs for out-patients. He said: We are for ever going round keeping an eye on what is being prescribed in out-patient clinics, because they should be consultant clinics and are becoming more and more treatment clinics.

Subcommittee Questioned

Later MR. AITKEN WALKER asked: Are we to stop a man using a drug because it is expensive? To take cortisone, for example, are we to limit a man who has ulcerative colitis, whose life is in peril, and in whom cortisone acts as a release? When do we stop it? Those problems come up. I do not think that the Management Committee can really keep an accurate control over expenditure on drugs.

MR. J. H. KITCHEN (Finance Officer, Reading H.M.C.) was asked who called attention to the fact that costs were rising. He replied: I would call the chief pharmacist's attention to it. He would find what drug was causing the trouble and it would come back to the committee for any decision. We ought to realise, he continued, when we are talking about the rising cost of drugs for the group, that in 1952 the cost of drugs was £60,000 for the year, in 1953 it was £50,000, in 1955 £53,000, and in 1956 £54,000—you are not quite correct when you refer to a very high rising costs of drugs. The chairman: I agree.

The chairman asked if the dispenser played a great part. MR. AITKEN WALKER replied "Yes." Captain Waterhouse (a member of the subcommittee) later took that up again. "I understand," he said, "Mr. Kitchen to say that the dispenser has a very material effect?" MR. KITCHEN affirmed that statement. THE CHAIRMAN then asked: Is it true that at Newbury they have a part-time dispenser who works in a branch of Boots in the town, and who is trained to look at things from a commercial point of view, and perhaps is a bit more conscious of the question of savings compared with some of the whole-time staff in the Hospital Service? MR. KITCHEN: No. I refute that completely. Our group pharmacist is a pharmacist who works completely hand in hand with financial control. He is continually talking to the medical staff about the use of drugs, and prepares many of the drugs in his own laboratory to save money. At Newbury the pharmacist comes under the control of Mr. Burton. That would apply *mutatis mutandis* to the other hospitals, would it? He is the group pharmacist. He buys for them all in the main.

THE CHAIRMAN asked Mr. Norris M. Agnew (chairman, Manchester Regional Hospital Board) whether he had any weapon up his sleeve to coerce the medical staff if they over-spent? MR. AGNEW replied: No. I do not honestly see how any Board — may I say "dare"?—dare do it. I think that unless the medical people are prepared to play ball with us, so to speak, on this question of drugs I personally do not see what a Regional Board, or any other Board, can do about it.

Tribute was paid before the subcommittee to the pharmaceutical industry by DR. H. L. GLYN HUGHES (senior administrative medical officer, South-east Metropolitan Regional Hospital Board). The young doctors, he said, were always out to try something new. On the other hand, he thought that the pharmaceutical manufacturers were really out to help the doctors by producing those new drugs.

MR. E. G. SLESINGER (vice-chairman, Board of Governors, Guy's Hospital) informed the subcommittee of how at that hospital if so-and-so was ordered the equivalent "which is quite cheap" was "produced" by the dispenser. He thought "it would be much easier if there were not so many advertisements for 'patent' medicines and if the public were not so 'patent' medicine conscious so that they almost browbeat the doctor to prescribe something."

THE CHAIRMAN: You would say every man who qualifies from Guy's is fully seized of the importance of the greatest economy in prescription and in other ways? MR. SLESINGER: Yes. I would not have said it was stressed because of the economy. It is stressed because of the needlessness of most prescribing, which is rather different.

A favourite question from the subcommittee was, should a ceiling be fixed for the drug but it met with no enthu-

siasm from any of those examined. SIR RUSSELL BRAIN, Royal College of Physicians, said that he would not be happy to fix a ceiling without knowing exactly the reason for a constantly rising drug bill in a hospital. MR. NORRIS M. AGNEW (chairman, Manchester Regional Hospital Board) thought that such a ceiling would be immoral and DR. F. N. MARSHALL (senior administrative medical officer) agreed with his colleague. SIR STEPHEN LYCETT GREEN (chairman of Council, Association of Hospital Management Committees) did not favour a ceiling, preferring "constant war on the medical profession." MR. F. F. TURNBULL (an under-secretary, Treasury) was, however, "naturally attracted by the ceiling idea." But the difficulty was the right of the doctor to prescribe what he thought necessary.

The evidence was received and all the witnesses appeared before the subcommittee during the first half of 1957.

NORTHERN IRELAND STATUTORY COMMITTEE

Infringements by a pharmacist and a body corporate

THE Statutory Committee of the Pharmaceutical Society of Northern Ireland decided recently to take no action against a pharmacist, of whom it was alleged that in August 1956 he failed to comply with the Medicines, Pharmacy and Poisons Act (Northern Ireland) 1945, in that medicines were dispensed and compounded on his premises not under his personal control or under the control of another pharmacist. MR. BRIAN RANKIN, who appeared for the Society's Council, said the case arose out of a Petty Sessions conviction, the pharmacist having been fined £3. In August, an inspector had called at the premises at 3 p.m. The chemist was absent and the inspector was told that he had left at lunch-time the previous day and had not been in the shop since. He was expected back that evening. There was an unqualified person in charge of the shop and the inspector found that dispensing had taken place in the premises during the chemist's absence.

In evidence, the chemist stated that on the evening before the inspector's visit he left his wife and children with some friends. Next morning one of the children developed a temperature and he waited a few hours to see if the child would be all right. He intended to come back in the morning with the result that he gave no orders to make up prescriptions to the unqualified man. He had taken the key of the poisons locker with him.

Announcing the decision of the Statutory Committee, the chairman said the Committee would like to impress upon the chemist the seriousness of the offence. The Committee thought that he ought to have warned the unqualified assistant not to dispense prescriptions. The Committee had taken into account that it was not a deliberate abstention from the premises on the part of the chemist.

Undertakings Given Body Corporate

In another case, the Statutory Committee decided to take no further action after a body corporate had given cer-

tain undertakings to the Committee. In that case, an inspector stated that he called at the premises of the body corporate in August 1956 at 1.45 p.m. to inspect the Dangerous Drugs register. The register was kept in the dispensing department and while in the department he noticed that the Dangerous Drugs locker was open and that it had the key in the lock. An apprentice was dispensing a prescription, but there was no pharmacist in the dispensary. The inspector asked the apprentice who was in charge, and asked to see the pharmacist. He was told that the pharmacist had gone to lunch. He saw a director and told him what he had found, and that dispensing was taking place without the personal control of a pharmacist. He told the director that it was a serious matter and that no further dispensing should take place until the qualified man returned from lunch. The inspector locked the poisons locker and handed the key to the director with instructions to give it to the qualified man when he returned from lunch.

Four Pharmacists on Holiday

The inspector said the director told him that four pharmacists were on holiday and that the company had found difficulty in obtaining a locum. The inspector returned to the premises at 4.15 p.m. and on that occasion the pharmacist was in the shop. He asked him if he had been given any instructions by the director and the qualified chemist replied that he had but that he had not been given any direction to supervise the dispensing department. The chemist told witness he had not a key to the Dangerous Drugs locker. The inspector asked the chemist to accompany him to the dispensary where a considerable number of prescriptions had been made up. He asked if the chemist had been present when they were made up and was told that the chemist had been in and out of the dispensary.

In evidence, the superintendent of the company said he had been with the company thirty-seven years and during

that time there had been no charges of any kind against the company. There were normally five qualified men, including himself, at the premises. At lunch hour there would normally be two qualified men. One of the men had left the employment of the company which meant that four remained. An attempt was made to secure a replacement. One of the qualified men had to go on relief to a branch shop. He could not recall any previous occasion when there was only one qualified man on the premises. Referring to the question of the Dangerous Drugs locker, the superintendent said that in the past it had always been kept beside the qualified man who checked off the medicines. The key was kept in an open drawer but no person could have taken it without the knowledge of the pharmacist. Since the inspector's visit, the company had had a special drawer made and the Dangerous Drugs locker key was kept in it. Each pharmacist had a key to that drawer.

What Apprentice Told Committee

An apprentice told the Committee that he had called out the quantities that he was putting into a prescription. He now realised that the qualified chemist was not within earshot. However, when the pharmacist came into the dispensary to check the prescriptions he refused to pass the prescription and insisted on witness making up a further mixture under his supervision.

Announcing the Committee's decision, the chairman said the Committee felt a considerable amount of disquiet about the case. It thought it must have been obvious to the company that one qualified man could not look after the shop very well. The company, however, had given amongst others, an undertaking that that would not occur again. In view of the undertakings and the steps which had since been taken, the Committee would be content by expressing its disquiet, partly because the undertakings had been given and partly because of the fact that the company had a clear record.

RESEARCH FOR CONSUMERS

Frank comments by new organisation

INCLUDED in the first group of items tested by the newly established Association for Consumer Research, Ltd., 16 Victoria Park Square, London, E.2, are aspirin tablets and sun-glasses. Cosmetics, electric shavers and "cold-cures" are among items scheduled for future testing. Results of the tests already carried out by the Association are described in the first edition of its quarterly publication *Which*?

Formation of the Association

In London on October 7, DR. MICHAEL YOUNG (head of the Institute of Community Studies and chairman of the Association's council) explained that the idea of a consumer-research organisation, though not new—there has been such an association in existence in the United States for twenty years—had not been put into practice in Britain until about eighteen months ago. Then a number of people met to discuss forming an association so that customers might be able to know which goods were the best to buy, basing their opinions on facts that they themselves had ascertained by testing the actual products. "This is an Association," states *Which*?, "for the benefit of people who want factual and unbiased information about the goods and services they buy." The Association's organ further explains that the goods tested are bought in the shops.

Emphasis is laid on the fact that C.R. does not accept goods from manufacturers or distributors, nor does it accept financial aid from industry. It is non-profit making, and does not accept advertisements for its journal.

The Association has two forms of membership: founder membership, and associate membership, which is open to any member of the public for a subscription of 10s. per annum. Members receive the quarterly journal plus bulletins in which are contained reports of tests by the Association.

In reply to a question, DR. YOUNG explained that, in order to undertake the initial testing of sun-glasses, aspirin tablets, and other goods, the Association had received a grant from a charitable trust. That grant would last for only two years. By the time that support was withdrawn the Association aimed to be able to depend entirely on members' subscriptions.

"To make sure that the tests are reliable," states *Which*?, "Consumer Research uses only the research of fully qualified testers. In the case of some of them—e.g., members of the Royal Institute of Chemistry who have acted as analysts—we conform with their code of conduct in not giving their names. The same applies to a leading public analyst who has carried out tests." C.R. acknowledges the services of Ellis Research and Testing Laboratories, Ltd., the staff of the Northampton College of Technology, and the Guild of British Dispensing Opticians.

Results of Initial Tests

Unusually frank assessments of the comparative quality of proprietary consumer goods are contained in the first issue. The journal is strong in its condemnation of the majority of the sun-glasses which it tested, and states: "The tests showed clearly that the ordinary

buyer, unless he goes to a qualified optician and states clearly what he wants (and the purpose for which he wants the glasses), has virtually no means of knowing what he is getting." Often the seller could not tell him. "That is a highly unsatisfactory state of things. It is not made any better by the fact that the majority of sun-glasses do not even carry a manufacturer's name." The report on sun-glasses stresses that, partly because of price and partly because of ignorance, relatively few pairs are bought from opticians.

Attention was paid to the labelling of five samples submitted to the department of ophthalmic optics, Northampton College of Advanced Technology. The labels stated that the lenses were of Crookes glass. Only two possessed any physical properties similar to the genuine Crookes lenses, and even those had fundamental differences. The remaining three transmitted the same proportion of ultra-violet rays as ordinary white spectacle glass. The report stresses that the term "Crookes lens" may be misleading unless accompanied by the gold double label "Chance's guaranteed Crookes British glass."

Spurious Claims Refuted

Advice on the use of aspirin tablets includes a warning that "extravagant claims for aspirin should be completely disregarded: it will not 'cure' colds and influenza. It is not the universal panacea for all the pains to which man is heir, and no brand can do anything more than its competitors." After describing the composition of aspirin, *Which*? states that soluble aspirin tablets "such as Disprin, Regaspirin and S.N.A. [Wigglesworth] contain in addition a little chalk (calcium carbonate) and citric acid which makes the aspirin easier to absorb and digest. Apart from that the only material differences are in price." Attention is drawn to the fact that part of that difference is due to purchase tax, and it is pointed out that there is no tax on non-proprietary tablets. "The best value is therefore unbranded aspirin tablets, B.P."

Summing up, the report states that all the samples tested were excellent. Apart from the difference between soluble and ordinary aspirin tablets, the only difference was in price. It was therefore possible to state that in buying aspirin tablets the consumer did not pay for quality.

The report mentions the potential danger to children from aspirin poisoning, and adds "C.R. thinks that Koray is open to criticism on that score, because the tablets are bright pink and each tablet contains 50 per cent. more acetylsalicylic acid than the usual 5-gr. tablet." The report continues that, since not everyone knew that acetylsalicylic acid meant aspirin, C.R. considered that the omission of the word aspirin from the packages of Koray and Aspro was "unfortunate" (adding that the name Aspro did at least suggest aspirin), making those two products "though chemically excellent, rather less worthy of recommendation."

ORDINARY ASPIRINS

(All 5-grain tablets except where otherwise shown)

Name	Price	Average weight (grains)	Deviation in weight per cent.	Assay (grains per tablet)	Free salicylic acid	Ash	Disintegration time in secs.
Aspirin	25	5.55	+3.9	5.05	nil	nil	12
B.P. (Boots)	4d.		-1.0				
Howards	25	5.55	+3.3	4.95	trace	nil	21
Aspirin B.P.	1/2d.		-1.2				
Tabloid	25	5.6	+3.0	4.95	trace	nil	24
Aspirin	1/3d.		-1.0				
Bayer	25	6.3	+5.3	5.10	within limit	nil	18
Aspirin	1/8d.		-2.0				
Aspro	27	5.95	+3.4	4.98	nil	nil	30
	1/8½d.		-4.1				
Genasprin	28	5.8	+2.4	5.00	maximum B.P. limit	nil	25
	1/9d.		-1.2				
Koray	28	8.5	+2.0	7.55	within limit	nil	12
(7.5 grain)	2/-		-1.5				

SOLUBLE ASPIRINS

Name	Price	Average weight (grains) per tablet	Deviation in weight per cent.	Assay (grains per tablet)	Free salicylic acid	Talc	Disintegration Time	Calcium Carbonate (grains per tablet)	Citric acid (grains per tablet)
S.N.A. (Soluble Neutral Aspirin)	30 1/9d.	10.2	+1.4 -1.7	5.0	nil	nil	1 min. 38 sec.	1.6	0.57
Regaspirin	30 1/9d.	9.05	+1.5 -1.4	4.9	nil	nil	2 min. 54 sec.	1.4	0.54
Disprin	26 1/11½d.	10.0	+1.7 -1.0	4.9	max. B.P. limit	trace	1 min. 15 sec.	1.4	0.57

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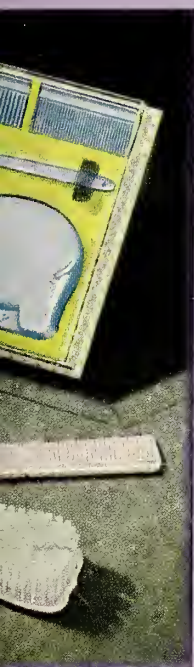
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Pharmacy in the Hospital Service

IF the report on running costs of hospitals (p. 404) is acted upon—and the rap over the knuckles that the Ministry of Health gets for its "apparent lack of vigour" on "some fundamental problems" should encourage action—there may be a long overdue shake-up of hospital pharmacists' salaries.

Evidence was given, says the Committee's report, of the cramping effect the present rigid basis for salaries has had on Management Committees that wished to reward administrators for efficient work, or perhaps to dissuade a good man from leaving the Service. Noteworthy is the fact that those remarks are followed by a reference to a number of questions (appended to the report) the answer to one of which (by a witness from the Royal College of Physicians) placed the efficient pharmacist's worth to a hospital at £20,000 a year.

Indeed, it must be seldom that hospital pharmacists have had such praise as is contained in the minutes of evidence appended to the report. In the memorandum submitted by the Royal College of Physicians, the chief pharmacist in the large hospital was described as "one of the key members of the staff," in a position to save "possibly thousands of pounds a year." Yet, continues the memorandum, there is no way of recognising practically the efficiency of hospital pharmacists or of preventing capable men from leaving to take more remunerative posts in industry.

It is a pity that a report otherwise admirable from pharmacy's point of view should have been marred by a frequent use of the term "dispenser" when pharmacist was obviously intended. Pharmacy's public relations are apparently still seriously in need of attention.

As to the question of drug costs, with which the report was to a large extent concerned, it was scarcely surprising that the idea of an artificial ceiling for drug costs in hospitals should have been received with little favour by witnesses who appeared before the authors of the report. A representative of the Treasury was, perhaps not unnaturally, an exception. But even he had to admit the impracticability of the idea.

The Committee was surely right to go no further than recommending that the student doctor should be educated in "cost consciousness." Whether that quality can really be inculcated during formal education is highly debatable. That the hospitals themselves should function in an atmosphere of economy cannot be gainsaid, but it is essential that a doctor should not prejudice a patient's rapid recovery by a short-sighted refusal to use the most effective drugs placed at his disposal by

the pharmaceutical industry, even though they be apparently costly. The tributes paid to modern drugs by many witnesses were timely and warranted.

The real enemy is not the high-priced drug used in its proper place but the prescription, cheap or dear, that is issued when none is necessary.

An Asset to Keep Intact

IN September Dr. J. M. Rowson, until recently curator of the Museum of the Pharmaceutical Society of Great Britain, sailed from England to take up a post in Nigeria. The facts that no successor has been appointed and that, so far as we know, no advertisement has invited applicants for the post, raise the speculation whether the Council is proposing to abandon the Museum. Since it includes 20,000 specimens of vegetable and animal drugs from all parts of the world; a complete herbarium of British plants; a herbarium of medicinal plants of all countries; and other, smaller, assemblies, the collection may without undue bombast be called uniquely valuable. Many of the specimens have great historic value, having been deposited by such persons as Trimen, Hanbury, Pereira, etc.

Members of the Society have many good reasons for insisting that it shall not be lightly destroyed or disposed of or allowed by neglect to perish. Since the Society abdicated responsibility for the training of students by handing over its school to the University of London, the work incidental to the Museum has been the only scientific work done under its aegis. It has helped to maintain the Society's standing as a scientific organisation and has formed a point of contact with other scientific societies. For, in addition to keeping the material clean, free from mouldiness, and protected against insects, as well as catalogued and stored for ready examination, the curator has had on occasion to put on special *ad hoc* exhibitions of selected specimens; to answer queries about them from the Society's members or other interested parties; to provide type specimens and information for the benefit of compilers of official monographs; to conduct research work on new plants (for example *rauwolfia*) and on adulterants or substitutes; to supply material for students writing theses or speakers addressing branch meetings, and so on. That is work which can, in all probability, be done only by a full-time curator having an adequate academic status. Admittedly such a person may be rare and not easy to find: he will certainly command a substantial salary. The treasurer and some of his Council colleagues may think that a useful economy could be effected by avoiding the expense of upkeep and salary.

Nevertheless, we hope and are confident that the membership of the Society will direct the Council not to forgo the advantages of possessing such an asset, but to make provision for its maintenance.

Troublesome and Dangerous

JUST what the doctor ordered and not "What did the doctor order?" is the target of a forthright plea to practitioners in the September issue of *Prescribers' Notes*. It will be especially welcomed by retail chemists. Practitioners are advised "Please write clearly and leave the pharmacist in no doubt." Welcome at any time, the request could nevertheless have been made four months ago, when the secretary of the National Pharmaceutical Union first approached the British Medical Association

on the subject of legibility of prescriptions (see *C. & D.*, June 15, p. 639). Despite a "cordial informal meeting" with the Union's deputy secretary, however, the chairman of the general medical services committee of the B.M.A. later described the raising of the matter as "unfortunate." A change of heart would appear to have overtaken certain sections of the medical profession, if only at the Ministry of Health. What part the initial agitation by the N.P.U. played in bringing the matter to its present prominence is open to conjecture, but the item in *Prescribers' Notes* appears too like the result of cause and effect for coincidence. The main parts of the N.P.U.'s original letter can even be traced in the appeal. The possibility of dispensing an unintended proprietary, bearing a similar name but of quite different properties, must be the risk of incorrect translation of bad writing, and doubts can only be resolved by the time-consuming process of communicating with the prescriber. Examples of possible "twinning" of proprietaries are Doriden/Dexedrine, Bradosol/Bidormal, Solprin/Sulpenin, and Ronicol/Rarical, while the prescriptions reproduced from the *Notes* (p. 399) speak volumes for the difficulties that frequently confront the

dispenser. In some cases, of course, the dispenser may not even be conscious that a doubt exists. Therein lies the danger and, as *Prescribers' Notes* concludes, even unintentionally to confuse the pharmacist may be both troublesome and dangerous.

Back to Dollar Parity

THE pound sterling reached its parity level of \$2.80 on October 7 for the first time since February. Improvement in the value of the pound against foreign exchanges has been gradual since the Chancellor of the Exchequer's statement on September 19 raising the bank rate to 7 per cent. and tightening exchange controls. A satisfactory feature of the present position is that the improvement has been brought about by ordinary commercial demand for sterling and not by speculators buying back what they sold early in September.

It is, of course, too early to predict whether the present trend can be maintained, but all of us must hope that it will, so that the country's reserves can be built up to a safe level. To quote the Chancellor on October 8: "... this is not the end but the beginning of a difficult uphill struggle."

Onward from Galen

A CURRENT CAUSERIE

EXAMINATIONS and "swotting" are subjects which, at one time or another, have been uppermost in the minds of all pharmacists, diploma or degree. The anxieties, panics and fears that affect most examinees are recalled by Dr. N. Malleon in the *British Medical Journal* issue of September 7. He pigeon-holes and labels them with the clinical entity: "pre-examination strain." In the period before and during major examinations, physicians at university and college health centres are called upon to treat considerable numbers of students suffering from nervous strain and they have found that help can be given not only in lessening symptoms but in improving the efficiency and prospects of passing the examination. At one college health centre noted for its approachability, about 10 per cent. of students facing major examinations reported with strain, while for lesser examinations the figure was 3 per cent. The largest group exhibited symptoms of anxiety, sleeplessness, apprehension, pessimistic thoughts of failure; and had difficulty in retaining recently learned material. The next group often came requesting a stimulant as they dropped asleep over the text-books during the day despite the fact that they suffered from nocturnal insomnia. The third group suffered from vertical headache or nervous dyspepsia. Fear was the symptom uppermost in the minds of students, both fear of failure and of the examination itself and it was noticeable that the student of ability could be troubled as much by examination fear as the poor student. A secondary symptom was study difficulty which in extreme cases amounted to nothing but panic. Inefficiency was the result and with three or four hours work less productive than expected the student descended into the hopeless spiral of ever-increasing hours of work. Less common was the *belle indifférence* in which the student, despite his symptoms, is certain that he is not worried about examinations and indeed, wishes he could get down to revision. "The examination," writes the author, "comes to the student as the quintessence of all judgment situations. It is because of that that the fear of examinations so easily becomes disproportionate to their real importance." The restoration of confidence coupled with repeated contact with the student up to and over the examination period was the cornerstone of treatment, with drugs seldom the most important factor although they could be of assistance. At one centre quinalbarbitone,

amylobarbitone, caffeine, Drinamyl tablets and methylpentynol were administered, yet 13 per cent. of the cases had no drugs at any time. The author saw no objection to giving students drugs before examination but no amount would make a student more intelligent or knowledgeable than he was. Guidance about working hours and technique was one of the most important parts of treatment. In nearly every case the student was attempting to work more than six hours a day, yet he doubted whether the ordinary person, far less the anxious one, could "swot" effectively for more than five or six hours daily. Advice on revision was to go only over known material, tidying up loose ends. When the examination was near, new material could not be assimilated. Gaps in knowledge of the syllabus must be accepted, which means that on an average two-thirds of the work should be known. Ideally no work should be done before the examination. The essential thing was to plan a full day with relaxation and company in the evening.



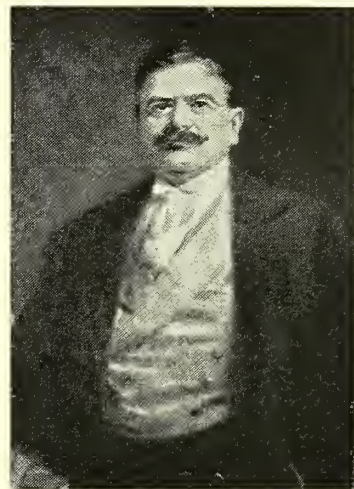
The medicinal virtues of punch are satirised by Gillray in a cartoon dated July 13, 1799. The reproduction is from a print in the possession of the Pharmaceutical Society and is reproduced by kind permission of the Society's Council.

One hundred years ago, on October 12, 1857, was born Wallace Calvin Abbott, pharmaceutical pioneer and founder of Abbott Laboratories, Inc., North Chicago

From "Dosimetric Granules" to Tridione

THE BRIEFLY TOLD STORY OF ABBOTT LABORATORIES IN AMERICA

W. R. BETT, M.R.C.S., L.R.C.P., F.R.S.L.



Dr. Wallace Calvin Abbott

IN June 1891 a four-line advertisement in the *Medical World* of Philadelphia, U.S.A., aroused considerable interest among American doctors:—

"WANTED: Every reader of THE MEDICAL WORLD using or interested in DOSIMETRIC GRANULES to send me their address at once. Dr. W. C. Abbott, Ravenswood, Chicago, Ill."

One of the most famous advertisements in pharmaceutical history, which cost 25 cents to insert, it was responsible for the foundation of what is now the world-wide and world-known Abbott Laboratories.

Wallace Calvin Abbott was born on a farm at Bridgewater, Windsor County, Vermont, on October 12, 1857. As a medical student at Dartmouth College and at the University of Michigan (where he obtained the M.D. degree in 1885), he paid his expenses by serving as waiter, janitor, and nurse, and by sawing wood. After a short time spent in general practice in Vermont, he took over from a cousin a chemist's shop in a suburb of Chicago, the running of which he combined with his medical practice. For him, as for so many others, Chicago was a symbol of energy, push, and opportunity. Practical and progressive in outlook, he was always looking for something better with which to treat his patients. He was particularly worried by the varied and unpredictable results that he obtained when he administered the same dose of a medicine to the same patient under similar circumstances at different times. Realising that the fluid extracts and tinctures then in fashion were unstandardised and undependable, he consulted the notes he had carefully taken during Victor Vaughan's therapeutics lectures at the University of Michigan, on the active principles of digitalis, aconite, opium and nux vomica. At once his alert mind jumped at the idea that the use of active principles would solve the problem of uncertainty of drug action.

Active-principle Granules

On the other side of the Atlantic a Belgian pharmacist, Adolphe Burggraeve by name, was advocating "active principle" medication, on the basis: extract the pure alkaloids; use those only, instead of the whole plant or its fluid extracts; administer definite doses in the form of pure granules. Abbott became Burggraeve's American disciple. Unable to obtain a supply of "dosimetric granules" from Europe, he used at first "alkaloidal granules" marketed by the Philadelphia Granule Company and in 1891 began to make his own granules in the annexe of his kitchen—solely for use on his patients. The medication was so convenient to handle, so pleasant to take, so easy to standardise, and so uniformly potent, that he decided to offer it to his medical colleagues. His advertisement in the *Medical World* put "dosimetric granules" on the medical

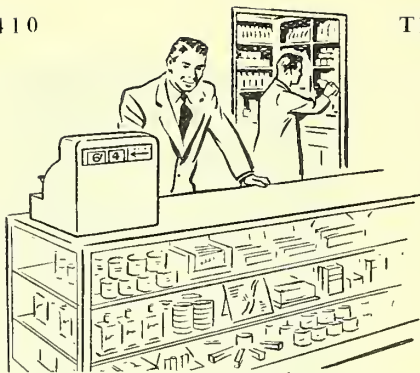
map, and before long the kitchen annexe expanded into large quarters in another building and into a large manufacturing plant. Abbott conducted the business under individual proprietorship until 1900, when it was incorporated under the laws of the State of Illinois as Abbott Alkaloidal Company. Fourteen years later it changed its name to Abbott Laboratories, which it still bears. Keen business man as he was, Abbott was at heart a doctor and a medical educator, and in 1894 he launched the *Alkaloidal Clinic*, which quickly became one of the most popular medical monthlies in America. In 1907 its title was changed to the *American Journal of Clinical Medicine*.

Growth of the Company

In 1909 a veterinary department was added to the business of Abbott Laboratories, the nucleus of a chemical research staff was formed, and the company's first organic synthetic product (phenolsulphonates) was manufactured. In 1916, following the announcement by H. H. Dakin and Alexis Carrel of the germicidal action of the chloramines, Abbott began to make chlorazene, dichloramine-T, and halazone, used extensively during the 1939-45 war for water purification in forward areas. During the 1914-18 war Abbott was requested by the U.S. Government to manufacture certain synthetic substances previously imported from Germany: barbitone, procaine, cinchophen, acriflavine, and anesthesin. In 1922 he acquired the Philadelphia Dermatological Research Laboratories—the first organisation in America to prepare arsphenamine, Ehrlich's famous "magic bullet," and subsequently neoarsphenamine. Those laboratories were presented to the University of Pennsylvania in 1945 as a memorial to Dr. George W. Raiziss, one of the scientists. Abbott also acquired John T. Milliken & Co., St. Louis, in 1928 and two years later the Swan-Myers Company of Indianapolis.

One of Abbott's earliest local anaesthetics was Butyn sulphate (1920), followed by Butesin, the butyl ester of *p*-aminobenzoic acid. In the field of hypnotics Neonal was introduced in 1923; Nembutal followed in 1930, and Pentothal sodium in 1934. Pure crystalline *d*-tubocurarine in the form of a nearly neutral stabilised solution was made available in 1947. Tridione for the treatment of petit mal in children and young adults was introduced in 1945.

The steady growth of the company necessitated removal to larger quarters. On June 9, 1920, Abbott guided the horses in breaking the first ground on a newly purchased 26-acre tract in North Chicago. The new premises were ready for occupation in 1925. He died at the age of sixty-four on July 4, 1921, having seen the modest seed which he had planted in a tiny suburban attic pharmacy grow into a mighty tree, deep-rooted in the soil of scientific research.



"OPEN SHOP"

AN UNSCRIPTED COMMENTARY ON THE SPECIAL PROBLEMS OF THE PHARMACIST IN RETAIL PRACTICE

E. C. TENNER

THE seal of truth is simplicity. *Beata simplicitas!* So let us also bless Mr. C. W. Maplethorpe, the chairman of the Society's Education Committee. He told the professional session of the British Pharmaceutical Conference "the educational goal which the Committee of Inquiry set for pharmacy has been reached. With this system of education it will become quite clear to everyone concerned that *the pharmacist is accepted as the ultimate professional authority on drugs*. . . . The pharmacist, trained as outlined, will be in a position to deal on equal terms with authorities in other fields, including that of medicine."

I cannot recollect that such a target has been so clearly and authoritatively defined during all the published educational controversy of recent years. It was in about 1841 that the chemists and the druggists banded themselves together, recognising that it was of first importance to themselves to educate themselves in the practice of chemistry and pharmacy if they were ever to obtain recognition by Parliament as a profession. In 1868 the Pharmacy Act restricted the sale of statutory *poisons* to qualified persons—chemists and druggists or pharmaceutical chemists—in open shop. With the coming into effect of the National Health Service Act, 1946, the supervision of the dispensing of the nation's prescribed medicine was restricted to Members of the Pharmaceutical Society. Now, in 1957, the Chemists Federation is in process of official "investigation" to establish if its principle, *medicines sold only by chemists*, is in the public interest. If, as in Ireland, that principle is vindicated and established in Britain the Grand Strategy of the Pharmaceutical Society will have been achieved after much more than a hundred years' struggle.

I can imagine the successful and comfortable business men of 1840 desperately concerned about the raising of educational standards and how their expenses and difficulties would be increased. I can imagine it so well because I hear their successors talking at pharmaceutical gatherings in these present days.

"Pharmacy's Evil Genius"

I have even heard Mr. Maplethorpe described by a few as pharmacy's evil genius, but if his critics once admit that the steady development of the high educational standards first set over a hundred years ago has gained for us the nation's confidence, then they must also admit that there is no other way to maintain and increase that confidence except by continuing to develop our standards now. It seems to me that we may be coming very close to our long-desired recognition as the proper distributors of recommended medicines; later, all of us may look back thankfully and praise the wisdom and courage and strength of the Education Committee and Mr. Maplethorpe in maintaining the standards.

Having given that praise let me say at once I am not so happy at present about the change in policy by which there will be provided in the Society's curriculum "instruction in the organisation of pharmaceutical practice in its various branches." Pharmaceutics will, in future, include forensic pharmacy and the commercial practice of pharmacy, business knowledge and administration. The details, says Mr. Maplethorpe, "have not yet been worked out."

It is the working-out of these details that I am concerned about. As yet there has been no indication what advice, if any, is being sought by the Education Committee. Normally there are extended consultations with teachers and examiners when a syllabus is to be prepared. There is no doubt at all that the teachers are already building this (to them) new subject in their own cloistered minds. "Bloomsbury Square" probably also has its own ideas about it. But who are to be the examiners, and what do they think they ought to require of students? After all, the retail pharmacists themselves have a most important practical experience in this subject—they have the personal knowledge of what they themselves found they lacked when first they stood as pharmacists in open shop. Many of them have an employer's first-hand knowledge of what is lacking in commercial capacity in the average freshly qualified pharmacist.

Thought and Discussion

If that new commercial avenue in pharmaceuticals is to be of positive value to the practice of the profession, a great deal of careful thought and discussion must precede any decisions. The thought and discussion must start at once, because decisions must be made in time for students taking the new course starting in 1958, who will presumably be examined in the new subject in 1961. Speaking as a retail pharmacist I do not wish to fall between two Squares. When it comes to a question of the Grand Strategy of the profession of pharmacy I prefer the guidance of Bloomsbury Square. When Bloomsbury Square has decided to introduce "the commercial," then on detail I want them to pay careful attention to the experience and opinions represented at Queen Square. The National Pharmaceutical Union should at once institute careful and detailed thinking on the subject among its members; questionnaires, conferences and debates should lead to a Report to the Education Committee before the middle of 1958, so that the third-year syllabus of the first three-year course may be one to command the respect of those it is intended to serve. I am sure no one would deny that the N.P.U. must be consulted and that the Executive of the N.P.U. must in turn consult its members. There is a famous precedent for such consultation. In 1849 the Pharmaceutical Society sent a questionnaire to each of its members to find out what they knew about the selling of poisons. Their answers resulted in the beginning of our poisons legislation, the Arsenic Act of 1851 and the first Pharmacy Act of 1852. The Education Committee must therefore surely consult all the members of the Society.

Having thus decided that my opinion ought to be considered by the Education Committee I ask myself what I think the syllabus should include. Can it go any further than the general principles of accountancy, buying, stock-control and selling? Can selling include advertising? What about display? What about staff control or the psychology of the customer? What about business policy? How far can the syllabus go? Can it go anywhere at all beyond the general principles of management and commerce, which can already be studied at most technical schools, without the need for making dangerous and difficult policy declarations?

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN CIVIC SUPPORT FOR TRANQUILLISER CONTROL National Service exemption bid fails

THE need for control of tranquilliser drugs was re-emphasised at a meeting of the Council of the Pharmaceutical Society on October 1 and 2 when a resolution was received from Kingston-upon-Hull Accident Prevention Council. The resolution expressed grave concern at the use of tranquilliser drugs and put forward the view that those drugs should be available on prescription only. The efforts of the Pharmaceutical Society and the British Medical Association to control the sale of tranquillisers, it was stated in the accompanying letter, received the whole-hearted support of the City Council. On the recommendation of the Ethical Committee, the Council agreed that a letter of appreciation for the support given in the matter should be sent to the City and County of Kingston-upon-Hull.

Pharmacists and National Service

A bid to gain exemption from National Service for pharmacists has failed. In July the Public Services Committee with Council approval sent a letter to the Ministry of Labour and National Service suggesting that in the light of the recent White Paper, "Call-up of men to the Forces 1957-60" pharmacists should no longer be liable for National Service. A reply from the Ministry stated that it was not possible to accede to the Council's request.

Prize Examinations

In presenting the report of the Education Committee, PROFESSOR A. D. MACDONALD said that no candidate had obtained the minimum marks for the award of the Pereira medal, silver medal or bronze medal, and that the president, acting upon the authority given to him by the Council, had directed that no award should be made for 1957.

MR. J. F. MCNEAL said it was a grave reflection on the training of members at the present time that, with improved facilities and equipment, they could not obtain the minimum marks, when one considered that the Pereira medal was instituted in 1876.

PROFESSOR MACDONALD said he doubted very much whether the cream of the pharmacy students in Britain submitted themselves for examination in those medals any more. By the time the student had completed his Ph.C., B.Sc. or B.Pharm. examinations he was really too exhausted to submit himself to further examination. Some new technique might be devised for awarding the prize other than having specialised examinations directed to a single purpose.

THE PRESIDENT said he was satisfied that there was no one reason for it, and it might be a good thing for the educational subcommittee to look at the situation.

PROFESSOR MACDONALD, who was acting chairman of the Education Committee in the absence of the chairman (Mr. Maplethorpe), said that the Committee regarded the failure of candidates for Council prizes with some anxiety, and had remitted consideration of those awards to the educational policy subcommittee, which would report in due course.

The award of the Umney memorial prize for 1957 was made to Ann Purcell, Polegate, Sussex, and the Petrie trust bursary for 1957 with a copy of the British Pharmaceutical Codex, was awarded to Irene Davidson, New Deer, Aberdeenshire.

Invitation to Yugo-Slavia

An invitation from the Union of Pharmaceutical Societies of Yugo-Slavia for two or three students or young pharmacists to go from Britain to Yugo-Slavia for one month's experience in its pharmacies was accepted with thanks. It was decided to invite young members of the Society to

make application to the secretary and registrar, and that those selected should receive an allowance from the Society for their travelling expenses. The visit to Yugo-Slavia would probably take place next summer.

Reciprocal Recognition of Qualifications

The Education Committee referred to its policy subcommittee consideration of the principle of reciprocal recognition of pharmaceutical qualifications, and asked the subcommittee also to consider the existing agreements.

On the recommendation of the Education Committee, the Council agreed to co-operate in the holding of a vacation course for teachers in schools of pharmacy which, it was proposed by the Ministry of Education, should be held during the Easter vacation 1958. The proposed course would be similar to those held in 1954 and 1955.

Renewal of approval of providing instruction for the Qualifying examination was granted for two years from July 1957 to the City of Portsmouth College of Technology.

Examination Results

In the Intermediate examination in England and Wales in July there were 248 first entries, of whom eighty-one passed, sixty-four were referred, 100 failed and three were absent. Of forty-eight re-entries, six passed, nine were referred, twenty-seven failed, and six were absent. Of forty-six entrants for a referred subject fifteen passed, thirty were again referred, and one was absent. In Scotland there were 154 first entries for the Intermediate examination, of whom seventy-two passed, thirty-four were referred, forty-seven failed and one was absent. Of twenty-one re-entries, three passed, two were referred and sixteen failed. Thirteen candidates sat for a referred subject, and five passed, eight being again referred.

In the Pharmaceutical Chemist Qualifying examination in England and Wales there were 192 first entries, of whom ninety-seven passed, thirty-nine were referred in one subject and eighteen in two subjects, thirty-five failed, and three were absent. Of twenty-eight re-entries, two passed, two were referred in one subject and five in two subjects, fourteen failed and five were absent. Thirty-six candidates entered for a referred subject and twenty-four passed, eleven being again referred and one being absent; of forty-four who sat for two referred subjects, twenty-three passed and twenty-one were again referred in both subjects. For forensic pharmacy only there were twenty entrants, of whom seventeen passed, three being referred. In the Pharmaceutical Chemist Qualifying examination in Scotland there were 357 first entries, of whom 160 passed, eighty-three were referred in one subject and forty-six in two subjects, sixty-six failed, and two were absent. Of forty-eight re-entries, four passed, three were referred in one subject and five in two subjects, thirty failed, and six were absent. Twenty-three candidates entered for a referred subject and fourteen passed, eight being again referred and one being absent. Of thirty-two entrants for two referred subjects, fourteen passed, seventeen were again referred in both subjects, and one was absent. There were three entrants for forensic pharmacy only, and two passed, one being referred.

Franco-British Pharmaceutical Commission

The report of the British Section of the Franco-British Pharmaceutical Commission recorded that Mr. I. G. Hughes, Rhosnessney, Wrexham, had passed his B.Pharm. examination, and was therefore qualified for the award of the research scholarship in pharmacology for which he had been selected.

The Commission also reported that the two French lecturers—Madame Benard-Faugouin of Paris and Professor Robert Monnet of the University of Nantes—who had visited Edinburgh, Sunderland and Leicester in May had found the tour well worth while. They were particularly interested in the readiness of British audiences, especially students, to join in a discussion, a state of affairs which was apparently less common in France.

Member's Gift from New Zealand

The secretary submitted a letter from Mr. Andrew Wood, Hamilton, New Zealand, enclosing a cheque for £25 as a gift to the Society. Mr. Wood, acknowledging receipt of his Fellowship certificate, wrote that it was just sixty years since he became apprenticed to Mr. David Ritchie of Market Street, Aberdeen, and that he had been in New Zealand since 1919. The matter was further considered in conjunction with a recommendation by the Establishment and Organisation Committee that a fund should be established for the future purchase of gold or silver plate for the Society. The Council approved the recommendation and it was agreed that the bequest of £100 from the late Frank Snow, which was to be earmarked for a special purpose, should be allocated to that fund. It was also decided to add Mr. Wood's gift to the fund.

The President's Visit to Canada

THE PRESIDENT gave a summary account of his recent visit to Canada to attend on behalf of the Society the fiftieth anniversary convention of the Canadian Pharmaceutical Association.

Centenary of Pharmaceutical Society of Victoria

THE SECRETARY AND REGISTRAR reported the arrangements made for him to visit Australia as the Society's representative at the centenary celebrations of the Pharmaceutical Society of Victoria. He was leaving London on October 14, and expected to be back on December 21. On the outward journey by air he would spend two days in Calcutta, and on arrival in Australia he would proceed from Darwin to Perth, Adelaide and Melbourne, where the celebrations were to take place. Afterwards he would visit Hobart, Brisbane, Canberra and Sydney, and then proceed to New Zealand where he hoped to visit the principal cities.

Assistants-in-Dispensing

The Public Services Committee reported the Professional and Technical Council Committee B of the Health Services Whitley Council had replied to a letter in which the Society had restated its objections to the terms of the existing Whitley Council agreement relating to assistants-in-dispensing, it being understood that the terms of the agreement were under review. The reply stated that the Society's objections had been considered by the management side when it was discussing whether or not the charge and acting allowances for assistants-in-dispensing should be increased. It had been decided to postpone detailed consideration of the views of the Society until later in the year, "when there is a general review by the Whitley Council of the duties and responsibilities of assistants-in-dispensing." The Council approved the Committee's recommendation that a reply should be sent to the Whitley Council reiterating the Society's objections and stating that the Society wished to make further representations.

Nominations to Poisons Board

The Home Office notified the Society that the term of office of the five persons appointed to the Poisons Board would end on October 31, 1957. It was decided that Mr. F. W. Adams, Mr. D. W. Hudson, Mr. C. W. Maplethorpe, Mr. H. Noble and Mr. D. E. Sparshott should be appointed for the ensuing period.

Amalgamation in Rhodesia

The Council received a letter from the Pharmaceutical Society of Southern Rhodesia inviting the President to attend a meeting on October 20, 1957, in Bulawayo to inaugurate the amalgamation of that Society with the Pharmaceutical Association of Northern Rhodesia. It was agreed to send a message of good wishes to the new Association with an expression of regret that the president's commitments would not allow of his attending the inaugural meeting.

Obituary

THE PRESIDENT reported, with regret, the death of Mr. John Hunter Tainsh, Edinburgh, who was a member of the North British Executive of the Society from 1945 to 1949 (see *C. & D.*, August 17, p. 171).

Thanks to Bristol

The Council asked the secretary and registrar to send a cordial message of thanks to the Bristol Local Committee of the British Pharmaceutical Conference for their work in preparing and successfully conducting the arrangements for the Bristol meeting of the Conference.

Retirement of Financial Officer

Presenting the report of the Finance Committee, THE TREASURER (Mr. W. S. Howells) paid a tribute to Mr. W. E. Morris, who had retired from the post of financial officer to the Society, and a recommendation that the Council should record its great appreciation of the many years of loyal and efficient service which Mr. Morris had rendered to the Society was carried unanimously.

The Registers

It was reported that in August and September 270 persons had been registered as "student," making a total of 556 in the current year, against 547 in the same period of 1956. Thirty-four former members had their names restored to the Register, and the Council approved a recommendation for the restoration of one name that was removed more than ten years ago. One name was removed from the Register on the ground of non-payment of the retention fee for the current year. Twelve addresses removed from the Register of Premises were restored, and the Council removed one address in respect of which the current retention fee had not been paid. Recommendations were approved for the registration under reciprocity of thirty-three persons under Sections XIX (14), XIX (16) and XIX (18) of the Society's by-laws.

Law Committee

The Law Committee's report showed that in July and August the Society's inspectors and agents had visited 2,235 authorised sellers, 213 listed sellers, and 585 drug-store proprietors and similar traders. Twelve cases of alleged infringements of the Pharmacy Acts were considered, and appropriate action was taken.

Benevolent Fund and War Aid Committee

The Benevolent Fund and War Aid Committee's report showed that grants had been made to four widows and three members. They amounted to £191. Recommendation for a grant of £205 to another member was approved by the Council. Four applications for assistance were deferred. The Committee approved the payment of £32 to beneficiaries whose grants had expired during August and September, and grants for special purposes in two cases authorised by the chairman, amounted to £80.

The Society's branches were invited to make a special effort to provide the balance required for installing a lift at Birdsgrove House. In the month to August 16, fifty-eight guests stayed at Birdsgrove House for an aggregate of eighty-three weeks, against forty-two guests and sixty-

six and a half weeks in the same period of 1956. In the month to September 16, the figures were fifty-seven guests and seventy-two weeks, against twenty-nine guests and forty-two weeks in 1956. Thirty-six contributions amounting to

£199 were received from guests to supplement weekly payments and gifts in kind were also received. It was agreed that the gift of £15 15s. from the Reading Branch should be used to buy crocus bulbs for the garden.

PHARMACEUTICAL SOCIETY OF NORTHERN IRELAND

Monthly meeting of Council

AFTER agreeing to minor modifications recommended by its legal adviser, the Council of the Pharmaceutical Society of Northern Ireland, at a recent meeting in Belfast, adopted draft by-laws, which are being presented to the Society's annual meeting. Mr. W. GORMAN (secretary) said the by-laws had been drafted from regulations made by the Council a year ago.

Examination Fees

A letter was read from the Associates' Section of the Ulster Chemists' Association noting that recently the Pharmaceutical Society of Great Britain had reduced fees from £12 12s. to £6 6s. for certain university candidates in the examination for forensic pharmacy. The Section felt that similar action should be taken by the Pharmaceutical Society of Northern Ireland. THE SECRETARY told the Council that he had written to the Associates' Section confirming that the examination fee to be paid by a graduate in pharmacy had been reduced from £12 12s. to £6 6s. He had pointed out, however, that the fee for the British Society's Intermediate examination candidates had been increased to £9 9s. for the first time of entry and for Pharmaceutical Chemist Qualifying examination candidates to £15 15s. He had told the Associates' Section that new regulations would be required to effect any change in the Northern Ireland fees. He asked whether complete parity with Britain, in the amount of fees, should be retained. In reply, the Associates' Section said that they thought that the present fees were rather high and repeated their request for a reduction. They pointed out that candidates must have a degree before entering for the forensic examination.

MR. J. KERR (treasurer of the Associates' Section) thought it would encourage more degree students to register with the Society if the Council reduced the fees. MR. W. H. BOYD thought that the matter should be left in abeyance. If the position altered and more degree students presented themselves for examination then the matter could be reconsidered. Mr. Boyd's suggestion was adopted.

On the motion of MR. W. S. HALL (chairman, Education Committee), seconded by MR. A. TEMPLETON, the Council agreed to grant certificates of registration to the following:—Michael Patrick Flatley, Magherafelt; William Desmond Fyffe, Omagh; Denis Anthony Ignatius Grant, Belfast; Mary Ann Josephine Hackett, Coalisland; George Lionel Hall, Belfast; Frances Eleanor Jamison, Coleraine; Patrick Eugene Logan, Stewartstown; Ann Mary McCusker, Armagh; Andrew Fleming Ross, Ballymena; John George Wesley Thompson, Bangor; Robert Ernest Walker, Belfast; and William McCormick, Belfast. In his report, Mr. Hall announced that the December examinations would be held on December 6, 7 and 16. The report of the Committee was adopted on the motion of MR. HALL, seconded by MR. R. M. WATSON.

Moving the adoption of the report of the Finance Committee, MR. J. CALDWELL, (chairman of the Committee) said the Committee recommended that in future the financial year should end on July 31 to suit the annual audit. MR. C. A. QUINN (president) explained that that change had been provided for in the new draft by-laws. The report was adopted. MR. G. E. MCILHAGGER (treasurer) presented the financial report of the Society which was adopted.

MR. H. W. GAMBLE raised the question of hospital phar-

macists in Northern Ireland attending conferences in Britain. MR. A. TEMPLETON said he had made it his business to make an investigation of the position of hospital pharmacists when he joined the Hospitals Authority a year ago. He had since persuaded the Authority to set up a hospital pharmacists' committee, consisting of some members of the Authority and pharmacists. He thought that in future hospital pharmacists could approach the Authority on level ground, whereas previously they had to go to individual hospital management committees to obtain time off to attend conferences. He believed the committee would do a great deal of good for hospital pharmacists. MR. QUINN agreed that the question of pharmacists obtaining time off to attend conferences was now a matter for that committee.

In the course of a discussion on labelling at examinations, MR. W. H. BOYD said that some students were away from their shops for considerable periods and did not learn all that they should about labelling. He thought that there should be a meeting on the matter between the Education Committee and the technical teachers. MR. GAMBLE thought that the Society should draft some extracts from the examiners' reports to submit to the students. That was agreed.

Members of the Council extended a welcome to Professor E. B. C. Mayrs, who was attending his first meeting after an illness.

A PHARMACIST'S ANTHOLOGY

THE HEALTH-GIVING BALSAM

From Starkie's translation of Don Quixote o La Mancha
RISE, Sancho, if you can, and call the warden of this fortress, and try to get him to give me a little wine, oil, salt and rosemary to prepare the health-giving balsam, of which I have desperate need at this moment, for I am losing much blood from the wound which the phantom gave me.

Sancho arose, not without aching bones, and crept in the dark to where the innkeeper was. On the way he met the enemy, and said to him: "Sir, whoever you are, do us the favour of giving us a little rosemary oil, salt and wine; we're in sore need of some to cure one of the finest knights-errant in the wide world. He is lying in a bed over yonder sorely wounded by a Moorish wizard who is in the inn."

... The landlord provided what was needed, and Sancho carried it back to Don Quixote. The latter was lying with his hands to his head, groaning with pain from the blows with the lamp, which, however, had only raised two fairly big lumps; what he had supposed to be blood was only the sweat running down his face as a result of his agony in his recent adventure.

Don Quixote took the ingredients, mixed them all together and then boiled them a good while until as he thought, they had reached the exact temperature. He then asked for a phial to hold the mixture. . . . No sooner had Don Quixote made the mixture than he resolved to test on himself the power of his precious balsam (for so he really thought it to be), and so he swallowed a good quantity of what remained in the pot after the curse had been filled. No sooner had he drunk the potion than he began to vomit so violently that his stomach was emptied of every particle of food. Owing to his retchings and rumblings he fell into a plentiful sweat, and so he ordered them to cover him up and leave him alone. They did so, and he remained asleep for more than three hours. When he awoke and found himself so much relieved in body and so much the better of his bruises, he took himself to be cured.

ANY BUSINESS QUESTIONS?

Just over three years ago my father made over, by way of a gift, certain shares to my sister and me. I have been told that estate duty cannot now be avoided and the value for assessment would be the value at the date of death. Is that correct?

THE 1957 Budget introduced a provision under which a gift, if subject to estate duty, is to be valued. The period of five years (after which the absolute gift is not liable to duty) remains. The Bill directs that the estate duty is to apply as though any property received by the donee in substitution for the gift had been, in fact, the original gift (unless, of course, the original gift was money). The benefits received as consideration of the gift are therefore assessed instead. If the shares are still held at the date of death of the donor, then that date is the appropriate date for purposes of valuation. Bonus shares must now be included as part of the gift.

There are two directors of this company and I am one of them. The share capital consists of ordinary shares only, and each of us holds half the total. Unhappily, we have for some time been at loggerheads over important points concerning management and policy. We have now reached the stage at which agreement seems impossible, and the only course is to liquidate the company. My co-director refuses to agree to that. What should I do?

A COMPANY may be wound up by order of the court if the court is of opinion that that course is just and equitable in the circumstances. The court, however, will need to be assured by the petitioner on presentation of a petition that no other remedy is available. If it considers the latter's action unreasonable, it will issue no order. In a continuing deadlock the only course may be to ask for a compulsory winding-up order on that specific ground. Provided the co-director has been given every reasonable opportunity to come to an agreement, the course may be endorsed by the court and the co-director required to bear the consequent costs. Doubtless you have already approached him with a view to the sale of his shares to you?

If a pharmacy under two partners is converted into a limited company, presumably the costs of conversion would be treated as an expense for tax calculation? If we charge the company with a sum for goodwill, should we have to pay tax on each of our shares in such goodwill?

THE expenses of forming a company, classified generally under the heading of preliminary expenses, are deductions *not* allowed as a charge against profits (the cost of new account books, etc., is, however, usually allowed). The creation of a goodwill account is not a distribution of profits (which are, in any case, already assessed to tax on the partnership). Credited to the partners in their respective shares, it represents part of the capital interest of the partners in the business. It is not in the nature of a receipt of income and is not taxable.

My wife and I are the only directors of our private limited company. Is it to our advantage to contribute to National Insurance under Class 1 (Employed Persons) or alternatively under Class 2 (Self-employed Persons)?

IT must be emphasised that there is no question of option, only of classification. It would be advisable to approach your local office of the Ministry of Pensions and National Insurance, which will investigate the facts and give a decision accordingly. In certain circumstances directors are considered as self-employed persons—the matter of control: whether there is a contract of service or for services; powers given under the articles of association of the company—all those are relevant in arriving at a decision. If a husband is regarded as a self-employed person, then his wife, as a self-employed person or employed by him, will not need to make any contribution. If a husband is an employed contributor, then the wife can, of course, contract out of making contributions, apart from industrial injuries, but the company must still pay its appropriate proportion of the stamp.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Putting One's Own House in Order

SIR,—Your correspondent Challenger (*C. & D.*, October 5, p. 377) asks for views on the co-operation between doctors and pharmacists. I remember an occasion early in the 1939-45 war when a woman brought in a prescription to be dispensed. She said that, after she had seen a Harley Street practitioner, he handed her the prescription telling her to take it to a certain chemist nearby. She waited for the prescription to be made up and was returning home on the bus when the bottle exploded in her bag. She came then to me. I duly made up the prescription (in warm water and in a mortar), handed it to her, and requested 8s. I was then most strongly told that I could not have made up the medicine with the correct ingredients, since she had paid over 14s. for the bottle that had exploded on her way home!

London, W.6 DAVID J. W. BAILEY

greater interest in showing, displaying and recommending the products which maintain our profit margins. It is unfortunate that the manufacturer in question, who booked a colourful four-page advertisement in the trade Press last week, has in the past always enjoyed my full support on this issue. With overheads rising weekly — telephone and postage increases this week — the situation cannot be tolerated by the pharmacist who is also a business man. The National Pharmaceutical Union, I know, has taken the matter up with the company in question but, under the Restrictive Trade Practices Act, is powerless to make any direct or implied recommendation to members. I hope fellow pharmacists will realise from this letter how important it is that they should watch this question of profit margins most carefully and act accordingly.

Gosport

ALAN H. BULL

over the risks which beset small children through the accessibility of dangerous drugs, often attractively camouflaged. We have corresponded with the Local Medical and Pharmaceutical Committees for the County of London, which have each told us of steps which they, in an anxiety which they share with us, have taken to counteract these risks. There is one further move which we would urgently recommend — that potentially dangerous medicines should carry a special label "Keep all medicines away from children," which would give immediate warning to parents and others, whose urgent duty and desire is to protect the children under their care. We ask if you would kindly bring our view to the notice of your readers in the hope that it may be possible for action to be taken along those lines.

MARGARET HOGARTH, *Chairman,*
Executive Committee
London, S.W.1

Margins

SIR,—It is with great dismay that I note that another company manufacturing toilet tissues has decided to decrease substantially the profit margin allowed on its products. The only effective weapon retailers have today to combat the growing tendency is to take a far

Children and Potent Drugs

SIR,—The Committee of the Central Council for District Nursing in London has received reports from local committees—on which there are not only representatives of organisations interested in health matters but district nurses themselves — of their anxiety

Appreciations

It is well over fifty years since I won the first prescription problem competition set in the *C. & D.*, and I am still full-time in business and still look for the *C. & D.*—E.M.M.



FAREX—the food that shepherded her on to solids, as soon as she weighed about 15 lbs. Farex — her basic food for the past six months. Farex — part of her daily diet for the rest of the formative years to come. Farex — what a satisfying product to handle.

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TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, OCTOBER 9: A little more interest was reported in the CRUDE DRUGS market during the week although the volume of business transacted was considered to be below the minimum that might be expected at this time of year. Prices continue to hold firm with stocks of several important commodities becoming rather short.

So far the incidence of influenza has brought little extra demand on the market but IPECACUANHA maintained its firm tone as parcels of good-testing material were difficult to locate. HONEY was also in constant demand yet contrary to the normal trend, prices of Australian light and medium-ambers were easier. Among SPICES holders of CASSIA BARK advanced their quotations but shipment offers, where received, were at even higher levels. It was difficult to form a market value for some of the GINGERS but a steady business was done in Jamaican No. 3 at 560s. per cwt. Business in PEPPER was slow in all positions and consequently prices were easier. MENTHOL (particularly Chinese) remained scarce on the spot with prices held at recent levels. PAPAIN also maintained the higher prices of the previous week. Manufacturing-grade of Tinnevely SENNA PODS was scarce on the spot and QUASSIA CHIPS were also said to be difficult to find. TONQUIN BEANS were quoted three-pence per lb. dearer for shipment.

In PHARMACEUTICAL CHEMICALS, QUININE continues short and prices are firmly held at the levels announced last week. Some quarters believe that they might go even higher before the demand slackens. Over-production of PIPERAZINE in some countries has brought considerably lower prices for all the regular salts. Following the cuts announced a few weeks ago further reductions have been made by at least one manufacturer.

Among ESSENTIAL OILS Bourbon GERANIUM and Italian BERGAMOT continue to display a firm tone. Ceylon CITRONELLA eased slightly as Formosan oil continued to weaken.

Pharmaceutical Chemicals

ACETIC ACID. — B.P. glacial in 10-ton lots is £104 per ton naked and technical, £91. Carboys are £8 and demijohns, £10 per ton extra. Single carboys cost 1s. 8d. per lb. (3s. 8d. per kilo).

ALOID. — Spot offers (14-lb. lots) are 28s. 9d. per lb.

ALUMINIUM HYDROXIDE. — One-cwt. lots of B.P.C. 1934 are 2s. per lb.

AMMONIUM BICARBONATE. — The B.P. powder is £50 5s. per ton; CARBONATE is £81 10s. for lump and £85 10s. for powder, all delivered terms.

AMMONIUM CHLORIDE, B.P. — Makers quote 1-cwt. lots at 68s.

AMPHETAMINE. — One to 10-kilo lots are: BASE, from 140s. to 160s. as to quantity; SULPHATE is 110s. to 130s. and *d*-AMPHETAMINE SULPHATE, 405s. to 420s. for similar quantities.

ATROPINE. — Rates (per oz.) for 16-oz. lots are: ALKALOID, 25s. 6d.; SULPHATE, 20s. 6d.; METHONITRATE, 27s. 6d.; METHYL BROMIDE, 27s. Quotations for 1-oz. lots are 1s. 6d. above those rates.

BENTONITE. — Offers of B.P. material are about £70 per ton as to quantity.

BORAX. — Rates for B.P. grade for quantities of 1-ton and upwards are as follows: — Granular, £54; crystals, £56 10s.; powder, £57 10s.; extra fine powder, £58 10s. per ton. Prices of commercial range from £44 to £46 10s. per ton, as to type and packing. Dehydrated borax is £65 per ton in paper-lined hessian bags or £65 in paper bags; carriage paid in Great Britain. Surcharges for smaller quantities: Less than 1 ton but not less than 5-cwt., 1s. per cwt.; 3-cwt., 2s.; 1-cwt., 3s.

BORIC ACID. — Prices (per ton) for B.P. grade in quantities of 1 ton and upwards are as follows: — Granular, £87 10s.; crystals, £94 10s.; powder, £92; extra-fine powder, £94 per ton, in lined hessian bags carriage paid in Great Britain.

BROMIDES. — Prices per lb. are now as follows: —

	1-cwt.		5-cwt.	
	s.	d.	s.	d.
POTASSIUM	2	9	2	8
SODIUM	2	9	2	8
AMMONIUM	3	0½	2	11

The above prices are for crystals (powder is 1½d. per lb. more) packages free, carriage paid terms.

CALAMINE. — 1-cwt. lots are 2s. per lb.; 5-cwt., 1s. 9d.; 1 ton, 1s. 8½d.

CALCIUM GLUCONATE. — Quantities of 3-cwt. and upwards are quoted at 3s. 9d. per lb.; 1-cwt. to 2-cwt., 3s. 10d.

CHALK. — Prepared powder, B.P., is £22 per ton for minimum 1-ton lots ex makers' works.

CHLORIBUTOL. — 28-lb. lots are quoted at 10s. per lb.

CHLOROCRESOL. — Pharmaceutical quality is quoted at 7s. 2d. per lb. for 1-cwt. lots.

CHLOROXYLENOL. — B.P. quality is 5s. 3d. per lb. for 1-cwt. lots and 5s. 1d. for 10-cwt.

CITRATES. — Rates (per lb.) for 1-cwt. and 5-cwt. lots are as follows: —

	1 cwt.		5 cwt.	
	s.	d.	s.	d.
SODIUM†	2	11	2	10
POTASSIUM†	3	5	3	4
IRON AND AMMONIUM* ..	3	11	3	10

† Powder 2d. per lb. more.

* Scales 9d. per lb. more.

CITRIC ACID. — Quotations (per cwt.) for domestic material are 215s. for 1-4-cwt. lots and 210s. for 5-cwt. lots.

CREOSOTE. — B.P. quality, ex beechwood, is from 6s. 9d. to 7s. 6d. per lb.

DEXTROSE. — Rates are as follows: — MONOHYDRATE, B.P., 1-lb., 1s. 11½d.; 7-lb., 11s. 10d.; 28-lb., 43s.; free packages, 1s. 12½ per cent. to wholesalers. In bulk, 1-ton lots, £90 ex works, ANHYDROUS, B.P., 7-lb., 14s.; 14-lb., 26s. 3d.; 28-lb., 49s. (terms as for monohydrate). 1-ton lots, £107 10s. ex warehouse.

DICOPHANE (DDT). — Prices are as follows: — 1-cwt. lots 2s. 11½d. per lb.; 5-cwt., 2s. 10½d.; 1-ton, 2s. 8½d.

EMETINE. — Price for 32-oz. lots of the HYDROCHLORIDE is 270s. per oz. The BIS-MUTH IODIDE is 127s. per oz.

EPHEDRINE. — In 100-oz. lots ALKALOID is nominally 7s. per oz.; SULPHATE, 4s. 3d. and HYDROCHLORIDE, 3s. 10½d. per oz.

ERGOTOXINE ETHANESULPHONATE. — Price per gm. for B.P.C. (1949) is: 1 gm., 168s. 9d.; 10 gm., 155s. 3d.

FORMALDEHYDE. — B.P. solution in 1-4-drum lots is £39 15s. per ton; 5-drum lots are £38 15s. per ton.

GUAIACOLS. — LIQUID B.P. is 16s. 3d. per lb. for 28-lb. lots; CRYSTALS, 16s. 9d.; CARBONATE, 18s. 3d.

HEXAMINE. — B.P. is 1s. 11½d. per lb. for 1-ton lots, delivered in 1-cwt. kegs (1s. 11d. in paper bags). Technical is three-pence per lb. under those rates.

HYPOPHOSPHITES. — Prices per lb. are as follows: —

	7 lb.		28 lb.		1 cwt.	
	s.	d.	s.	d.	s.	d.
CALCIUM, B.P.C. ..	6	9	6	4	5	11
IRON, B.P.C. ..	13	9	13	3	12	9
MAGNESIUM ..	11	6	11	1	10	8
MANGANESE, B.P.C. ..	13	11	13	5	12	11
POTASSIUM, B.P.C. ..	9	3	8	10	8	5
SODIUM, B.P.C. ..	7	7	7	2	6	9

KAOLIN. — In 1-cwt. bags LIGHT is quoted at 60s. per cwt. and 1-ton lots at 57s.

LACTATES. — CALCIUM, B.P., is 2s. 10d. per lb. in 5-cwt. lots and 2s. 11d. in 1-cwt. lots; CALCIUM SODIUM for similar quantities is 4s. 9d. and 4s. 10d. per lb.

LACTIC ACID. — B.P. is 4s. 5d. per lb. for 12-winchester lots and 4s. 4d. for 5-cwt. lots.

METOL. — In 1-cwt. lots the price is 24s. 6d. per lb.

PHOSPHORIC ACIDS. — B.P. (s.g. 1.750) is quoted at 1s. 4d. per lb. in 10-carboy lots. 1-2 carboys, 1s. 8d. per lb. B.P. 1914 is quoted from 1s. 2d. to 1s. 6d. per lb. HYPOPHOSPHOROUS, B.P.C., in winchesters is from 7s. 5d. to 8s. 6d. per lb., as to quantity.

PIPERAZINE. — ADIPATE is from 33s. 6d. to 36s. 6d. per kilo; CITRATE from 32s. 6d. to 36s. 6d. and TARTRATE 38s. 6d.

POTASSIUM QUADROXALATE. — One-cwt. lots are 3s. 6d. per lb.

POTASSIUM SULPHATE. — One-cwt. lots are from 1s. 2d. to 1s. 3d. per lb.

POTASSIUM THIOCYANATE. — One-cwt. lots are 5s. 6d. per lb.

QUINIDINE. — Prices are as follows: —

Home Trade	500-oz. or more		100-400-oz.	
	per oz.		per oz.	
	s.	d.	s.	d.
QUINIDINE	7	11½	8	1½
ALKALOID	9	4½	9	6½
GLUCONATE	6	7	6	9
HYDROBROMIDE	6	9	6	11
HYDROCHLORIDE	6	0	6	2
SULPHATE	11	2	11	4
HYDROQUINIDINE	8	6½	8	8½
HYDROCHLORIDE				
GLUCONATE				

For export quinidine alkaloid ranges from £12 12s. 3d. to £12 17s. 4d. per kilo and sulphate from £9 10s. 5d. to £9 15s. 6d.

RESORCINOL. — 1-cwt. lots are now quoted at 13s. per lb. by manufacturer.

SALICYLAMIDE. — Price (per lb.) for 1-cwt. lots is 8s. 6d.

SALICYLIC ACID. — Prices are now: 5-cwt. lots in bulk, 3s. 0½d. per lb.; 1-cwt., 3s. 2½d.

SALOL. — Quotations for B.P.C. are about 9s. per lb. for 1-cwt. lots.

SILVER SALTS. — PROTEIN, 36s. 3d. to 42s. 9d. per lb.; VITELLIN from 68s. 6d. to 76s. 6d. per lb. as to quantity.

TERPINEOL. — Prices of B.P. grade are from 3s. to 3s. 6d. per lb. as to quantity.

TERPIN HYDRATE. — Prices are from 6s. per lb., upwards as to quantity.

Crude Drugs

ACONITE.—Spot supplies of Spanish *napellus* are 3s. 3d. per lb., duty paid.

AGAR.—*Kobé* is 12s. 3d. per lb., duty paid. New-crop for January–February 1958 shipment, 10s. 3d., c.i.f.

ALOES.—Cape prime for shipment is about 215s. per cwt., c.i.f.

ANISE (STAR).—Chinese is 130s. per cwt., c.i.f.

ANTIMONY.—English 99.6 per cent. is £222 10s.; 99 per cent., £210 per ton.

BALSAMS.—Quotations (per lb.) are:—CANADA: Spot is 26s. and shipment, 25s., c.i.f. COPAIBA. Para is from 7s. 9d. to 11s., duty paid. PERU, 11s., duty paid (no c.i.f. offers) TOLU (genuine as imported), 27s. 6d.; B.P., 17s. 6d., spot.

BELLADONNA.—Herb is 2s. 6d. per lb. on the spot. ROOT, 1s. 10d. spot; shipment, 1s. 3d., c.i.f.

BUCHU.—Spot rounds are 7s. 6d. per lb.

CAPRICUMS.—East African are from 120s. to 200s. per cwt. on the spot, as to quality.

CARDAMOMS.—Aleppy greens on the spot are 15s. per lb. and No. 1 seed, 21s. 6d.

CASCARA SAGRADA.—Spot 1956 processed peel is 320s. per cwt., duty paid, and 1957 peel, 287s. 6d. September shipment is 252s. 6d., c.i.f., quoted, with whole at 255s., c.i.f.

CASSIA BARK.—Whole: Selected is 152s. 6d. per cwt. in bond and No. 1 broken, 140s., in bond. Shipment dearer than spot.

CHAMOMILE FLOWERS.—Belgian new-crop, 17s. 6d. per lb.

CHILLIES.—Mombasa on the spot are 245s. per cwt.; shipment, 180s., c.i.f.

CINCHONA.—Parcels of druggists' bark *Succirubra* hybrid are from 1s. to 1s. 6d. per lb. on the spot, according to test.

CLOVES.—Zanzibar on the spot are quoted at 3s. 4½d. per lb. Shipment, 3s. 2½d., c.i.f.

GINGER.—African nominal. Jamaican No. 3 on the spot is 560s. per cwt. and No. 2, 610s. Cochin spot, 115s.; shipment 92s. 6d., c.i.f.

HONEY.—Australian light-amber is 112s. 6d. to 117s. 6d. and medium amber 105s. to 110s. Argentine 127s. 6d. to 132s. 6d.; Jamaican, 140s. to 150s., all per cwt., on the spot.

HYOSCYAMUS.—Dutch leaves (*niger*), are 1s. 6½d. per lb., c.i.f., prompt shipment.

IPECACUANHA.—Spot Colombian is quoted at 63s. per lb. and Matto Grosso, 65s. Shipment (c.i.f.): Colombian, 60s.; Matto Grosso, 61s. 6d.; Nicaraguan and Costa Rican not offering with buyers at 68s. 6d., c.i.f.

KARAYA.—No. 1 gum on the spot is now quoted at 245s. per cwt. and No. 2 at 205s.

KOLA NUTS.—Jamaican are offered at about 8d. per lb. spot, and 6½d., c.i.f. African, 6½d. spot and 4½d., c.i.f.

LANOLIN.—ANHYDROUS, B.P. is from 170s. to 191s. per cwt. and HYDROUS, B.P., 145s. to 166s.

LIQUORICE.—Natural root: Russian available at 52s. 6d. Block juice: Anatolian, 200s. per cwt. and Chinese, 192s. 6d., spot. Italian stick from 310s. to 476s. per cwt. Spray-dried extract, 2s. 10½d. per lb.

MACE.—Whole on the spot is from 22s. 6d. per lb.

MENTHOL.—Short, Chinese is 54s. per lb., duty paid; afloat, 48s., c.i.f. Brazilian, spot, 42s., duty paid; shipment, 39s. 6d., c.i.f. Formosan, 46s., c.i.f., nominal. Japanese, 46s., c.i.f., December-January.

MERCURY.—Price per flask (76-lb.) is £85 on the spot.

NUTMEGS.—West Indian 8½s. not quoted; sound unassorted, for shipment 15s. 9d. per lb.; defectives, 10s., f.o.b.

ORANGE PEEL.—West Indian bitter quarters are 1s. per lb.; Spanish, 1s. 3d.; thin-cut Tripoli, 2s. 4d.

PAPAIN.—Spot: East African grade 2 is 25s. per lb.; No. 1, unobtainable. Ceylon white, 30s., c.i.f. (spot cleared); brown, 28s., c.i.f.

PEPPER.—Business in white Sarawak passing at 2s. 3½d. per lb. on spot, with shipment offering at 2s. 3d., c.i.f. Black Sarawak sold at 1s. 7½d. on spot and shipment at 1s. 6½d., c.i.f. Black Malabar on spot is 210s. per cwt. and 195s., c.i.f., October–November shipment.

PEPPERMINT LEAVES.—Dutch new-crop for shipment, 2s. 9d. per lb., c.i.f.

PIMENTO.—Spot is 510s. per cwt.

PODOPHYLLUM.—*Emodi* is 140s. per cwt., c.i.f. and 150s., spot. *Peltatum* 3s. 10½d. per lb., spot, and 400s. per cwt., c.i.f. for shipment.

QUILLAIA.—Spot offers of whole bark at 195s. per cwt., and cut, 230s. Shipment offers at 150s., c.i.f.

RAUWOLFIA.—*Serpentina* is 4s. 3d. per lb., c.i.f., and *vomitoria*, 2s. 3d., c.i.f.

SANDALWOOD CHIPS.—According to grade 170s. to 285s. per cwt. on the spot.

SARSAPARILLA.—Jamaican native red on the spot is 2s. 6d. per lb., and for shipment, 2s., c.i.f.

SEEDS.—(Per cwt.). ANISE.—Cyprian is 165s. spot. CARAWAY.—Dutch unchanged at 97s. 6d. duty paid. CELERY.—Indian short at 190s., spot. CORIANDER.—Spot Moroccan, 90s.; Rumanian, 75s.; Polish, 60s. (splits 52s. 6d.) all duty paid. Moroccan for shipment quoted at 54s. 6d., c.i.f. CUMIN.—Spot Cyprian, 180s.; Iranian, 170s., in bond. Cyprian unchanged for shipment at 160s., c.i.f. DILL.—Indian offering at 67s. 6d., spot. FENNEL.—Indian dealer on spot with sellers now asking 130s. FENUGREEK.—Moroccan is offering at 65s., duty paid. MUSTARD.—English 65s. to 75s. according to quality.

SENA.—*Tinnevely* LEAVES. prime No. 1, 1s. 5d. per lb., prime No. 2, 1s. 3d., f.a.q. No. 3, 10d. PODS, manufacturing, 1s. 4½d. nominal; others, 1s. 8d. to 2s. 6d. *Alexandria* pods: Manufacturing, 1s. 6d. with hand-picked from 3s. 6d. to 8s.

SHELLAC.—F.O.T.N. 220s. per cwt., F.O. No. 1, 235s.; fine orange, 250s. to 310s.

SLIPPERY ELM.—Grinding quality bark is 2s. 7½d. per lb.

SQUILL.—New-crop white is offered on the spot at 60s. per cwt.

STRAMONIUM.—Indian LEAVES are 70s. per cwt., and European 80s. on the spot.

STYRAX.—Quotations are 9s. 6d. per lb., landed, duty paid.

TONQUIN BEANS.—Para on the spot are cleared; October–November shipment, 7s. 9d., c.i.f.

TRAGACANTH.—No. 1 ribbon is £155 to £160 per cwt., No. 2, £137 10s. to £140.

TURMERIC.—Madras finger on the spot is 52s. 6d. per cwt. for small lots.

VALERIAN ROOT.—Indian on the spot is 130s. and Belgian, 175s. to 195s. per cwt. Dutch (max. 2½ per cent. sand) for prompt shipment is 168s., g/n, c.i.f.

VANILLIN.—Rates (per lb.) are now:—5-cwt. lots, 25s. 3d.; 1-cwt., 25s. 6d.; 56-lb., 25s. 9d.; smaller quantities, 26s.

WAXES.—(Per cwt.). BEES'—Dar-es-Salaam, spot, 525s., shipment, 512s. 6d., c.i.f.; Sudanese, 450s., spot, in bond and 445s., c.i.f. Abyssinian, spot, 470s. in bond; shipment, 470s., c.i.f. Benguela spot, 530s., duty paid; shipment, 495s. c.i.f. CANDELLILLA.—Forward, 465s. landed. CARNAUBA.—Fatty grey, spot, 560s. per cwt.; for shipment, 545s., c.i.f. Prime yellow, spot, 1,120s.; shipment, 1,085s., c.i.f.

Essential and Expressed Oils

ALMOND.—British oil is 9s. per lb.

AMBER.—Rectified on the spot is 1s. 6d. per lb.

ANISE.—Chinese, 11s. 2d. per lb., spot; shipment, 10s. 10½d., c.i.f.

BAY.—West Indian is 12s. 6d. per lb. on the spot.

BERGAMOT.—Spot supplies are from 85s. per lb.

CALAMUS.—Spot quotations are 62s. 6d. per lb.

CARAWAY.—English-distilled is offered at 55s. and imported from 28s. per lb.

CASTOR.—Minimum charge for home-produced B.P. oil on the spot is £187 per ton naked ex mill.

CEDARWOOD.—1-cwt. lots of American are 5s. 6d. per lb., and Kenya, 4s.

CHENOPodium.—Spot value is 35s. per lb. for original containers.

CITRONELLA.—Ceylon, spot, 4s. 7d.; shipment, 4s. 3d., c.i.f. Formosan, October–November, 6s. 2d., c.i.f. Spot, 6s. 8d., in bond. Java, October–November, 5s. 10d., c.i.f.

CLOVE.—Madagascar leaf is 7s. 3d. per lb. duty paid and 6s. 2d., c.i.f., for shipment. Distilled bud oil, English, B.P., from 28s. 9d. to 35s. as to quantity.

CUMIN.—Quotations for English-distilled oil are about 95s. per lb. and imported, 57s. 6d.

FENNEL.—Spanish sweet on the spot is quoted at 10s. to 12s. 6d. per lb.

JUNIPER.—B.P.C. 1949 oil is from 12s. 6d. per lb. and Jugo-Slavian, 14s. on the spot. English-distilled is 155s. JUNIPER WOOD, from 5s.

LAVANDIN.—Spot is from 11s. to 14s. 9d. per lb. for original drums.

LEMONGRASS.—Spot is 8s. per lb., and shipment, 7s. 11d., c.i.f.

LIME.—West Indian distilled is 55s. per lb. on the spot. Supplies short.

NUTMEG.—Imported B.P. oil is about 102s. 6d. per lb. English-distilled, 180s., nominal.

ORANGE.—Spot quotations of sweet oil include Floridan at 4s. 6d. per lb.; Californian, 9s.; West Indian, 7s. 6d.; South African, 7s. 6d.; West African, 15s. 6d.; Israeli, 12s. For shipment, proprietary brand Californian cold-pressed U.S.P., no offers; distilled is 5s., c.i.f. Terpeneless is 200s. per lb., spot and bitter, 21s. 6d. per lb.

PALMAROSA.—East Indian, 42s. 6d., spot, and 35s., c.i.f.; Formosan, 40s.

PIMENTO.—English-distilled berry is 180s. per lb.; imported, 75s. Rectified leaf, 27s. 6d. per lb. for small lots.

SAGE.—Spanish is 8s. 6d. per lb.

SASSAFRAS.—Brazilian is from 4s. 3d. per lb.

SPEARMINT.—Offers of U.S.P. grade are from 29s. per lb. on the spot.

TANGERINE.—Spot supplies of best oil are offered from 42s. 6d. per lb.

THYME.—Spot is 10s. per lb.

UNITED STATES REPORT

NEW YORK, OCTOBER 8: The price of MERCURY fell by \$3 per flask to \$240, f.o.b., New York. GIBBERELLIC ACID was slashed to \$113.40 per oz. from a previous price of \$238.50. RESERPINE ALKALOID was reduced 20 cents to a new rate of \$1.50 per gm. Higher per lb. among CRUDE DRUGS were CUBEBS at \$1.10, up 25 cents; and ROSE HIPS at 18 cents, up two cents on lower imports from Jugo-Slavia. Lower rates prevailed for a number of AROMATICS while ESSENTIAL OILS were generally steady.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," September 25

For chemical products used in agriculture, horticulture and forestry; and manures (natural and artificial); all for sale in the United Kingdom and for export other than to Aden, British and French Guiana, Surinam, Barbados, Leeward Islands, Guadeloupe, Martinique, Grenada, St. Vincent, St. Lucia, Porto Rico, British, French and Italian Somaliland, Eritrea, Hedjaz, Ethiopia, Northern Rhodesia, Southern Rhodesia, Nyasaland, Colombia, Dominican Republic, Haiti, Jamaica, Panama, Gibraltar, British Honduras and the British Solomon Islands; but not including mustard refuse for use as manure (1)

NITRA-SHELL, 756,028, by Shell Petroleum Co., Ltd., London, E.C.3.

For chemical products used in industry, science and photography; adhesives for use in industry, chemical substances for preserving foodstuffs, and synthetic resins, etc. (1)

ARAPALI, 766,973, by Rohm & Haas, G.m.b.H., Darmstadt, Germany.

For non-medicated toilet powder for infants (3)
NURSE HARVEY'S, B754,221, by O. Scruton & Co., Ltd., York.

For all goods (3)

Device with word BRECK, B756,549, by John H. Breck, Inc., Springfield, Hampden, Massachusetts, U.S.A. LIRIL, 767,092, by D. & W. Gibbs, Ltd., London, W.1.

For detergents (not for use in industrial or manufacturing processes); and cleaning and polishing preparations (3)

MR. SOEZY, B761,126, by Domestos, Ltd., Newcastle-on-Tyne.

For perfumes, soaps, non-medicated face cream, cosmetic preparations (other than toilet preparations), dentifrices, essential oils, hair lotions, hair washes, mouth washes, and non-medicated rice powder for toilet use, all being goods for export from the United Kingdom except to the Isle of Man, the Channel Islands, the Republic of Ireland, Canada, the Union of South Africa, Australia, New Zealand, India, Burma, Indonesia, the Federation of Rhodesia and Nyasaland, Kenya, Tanganyika, Uganda, Zanzibar, Pakistan, Jamaica, and Ceylon (3)

Device with words LUCKY STRIKE, 764,450, by Lucky Strike Perfumeries, Ltd., London, W.1.

For window-cleaning preparations (3)

SPRAYDEX, 766,914, by Copsydex Manufacturing Co., Ltd., London, W.2.

For polishing and cleaning preparations (3)

VIN-POL, 767,168, by Hygenol Co., Ltd., Leeds.

For medicated wines (5)

DERYL, B646,780, by Peter & Jonathan, Ltd., London, N.16.

For pharmaceutical and veterinary substances (5)
UMCKA, 752,667, by Charles Edward Stevens, London, S.W.20.

For olive oil prepared for pharmaceutical use (5)
Device with words SPIRE BRAND, 760,558, by Ayrton, Saunders & Co., Ltd., Liverpool.

For pharmaceutical preparations and substances, all in the form of tablets (5)

PEPOTABS, 762,391, by Walter Augustus Gustav Beck, London, N.1.

For medicinal preparations for use in the treatment of tuberculosis and bacterial infections of the urinary tract (5)

CLOSINA, 763,100, by Eli Lilly and Co., Indianapolis, Indiana, U.S.A.

For pharmaceutical, veterinary and sanitary substances (5)

CAFINIR, 763,365, by Farbenfabriken Bayer, A.G., Leverkusen, Germany.

For all goods (5)

FERUMAL, 764,726, by Glaxo Laboratories, Ltd., Greenford, Middlesex, MOVANAK, 766,043, by D.H.L. Products, Bradford, Yorks. TRANQVITAL, 766,139, JUNISEDIN, 766,937, by Clinical Products, Ltd., Richmond, Surrey. TONOBESAN, 766,606, by C. H. Boehringer Sohn, Ingelheim-on-Rhine, Germany. MESVITACYN, 766,966, by Mesco Laboratories, Ltd., London, E.C.2. VIVIODE, 767,459, by

Lycenter, Ltd., Wisbech, Cambs. NICO-BREVIN, 767,582, by Paul Kurz, Bad Hamburg, Germany.

For pharmaceutical, veterinary and sanitary substances; medical and surgical plasters; materials prepared for bandaging; disinfectants; preparations for killing weeds and destroying vermin; and herbicides, germicides, fungicides, insecticides in liquid or powder form, and insect destroying materials in the form of cards, paper and the like (5)

Device, 764,491, by Esso Standard Oil Co., New York, U.S.A.

For medicated pads for surgical or curative purposes; and medicated socks (Insoles) (5)

IMPRESOL, VI-FOAM, 764,984-85, by Scholl Manufacturing Co., Ltd., London, E.C.1.

For pharmaceutical preparations for the treatment of diseases of the skin (5)

FLODERMINE, 765,327, by Union Chimique Belge, S.A., Brussels, Belgium.

For pharmaceutical, veterinary and sanitary substances, medical and surgical plasters, materials prepared for bandaging, disinfectants, and preparations for killing weeds and destroying vermin (5)

LIBRATAR, 766,086, ATENOS, 766,689, by Union Chimique Belge, S.A., Brussels, Belgium.

For pharmaceutical preparations in tablet form containing alkaloids of belladonna bonded to ion exchange resins for use in the treatment of Parkinsonism and visceral spasm and similar ailments (5)

BELLADURA, 766,098, by Victoria Laboratories, Ltd., London, W.C.2.

For pharmaceutical preparations and substances for human use (5)

AAJERON, 766,684, by Marie Carmichael Stopes, London, W.1. ULCANON, 767,503, by Clay & Abraham (Manufacturing), Ltd., Liverpool.

For pharmaceutical preparations for human and veterinary use; and sanitary substances and disinfectants (5)

CORSODIL, 766,823, DETHIL, 766,871, by Imperial Chemical Industries, Ltd., London, S.W.1.

For pharmaceutical preparations and substances for human and veterinary use (5)

ANA-SPRAY, 766,850, by Davis Schottlander & Davis, Ltd., London, W.1.

For preparations for destroying vermin (5)

GYLENE, 767,166, by Commercial Chemical Co., Sheffield.

For electric shaving instruments and parts (8)

SILVER GLIDE, 766,909, by Sunbeam Corporation, Chicago, Illinois, U.S.A.

For apparatus and instruments used in photography, physics and chemistry, etc. (9)

Device of word BEWI, 736,225, by Ernest Bertram and Wilhelm Bertram, Munich-Pasing, Germany.

For centrifuges being laboratory apparatus for scientific and research purposes (9)

Device of words INTERNATIONAL CENTRIFUGES, 750,980, by International Equipment Co., Boston, Massachusetts, U.S.A.

For microscopes and magnifying devices (9)

AQUESCOPE, B765,025, by British Xylonite Co., Ltd., London, E.4.

For cameras (9)

PAX, 765,409, by Japanese Cameras, Ltd., Stoke-on-Trent.

For photographic, cinematographic and optical apparatus and instruments and parts and fittings (9)

OELCA, 766,327, by N.V. Optische Industrie "De Oude Delft," Delft, Holland. ARROWFEX, 767,701, by Harold Godfrey, London, S.W.1.

For sponge bags, cosmetic bags, puff bags, tooth-brush bags, face-cloth bags; travelling bags; cases made of leather or of imitation leather for holding manicure implements (gold empty, i.e., independently of their contents); and travelling cases made of textile materials and of plastics for carrying personal washing kit (18)

LACROPAC, 766,024, by Lacrinoid Products, Ltd., Gidea Park, Essex.

For soap containers, soap brackets, toilet paper holders, sponge holders, plate racks, shaving

brush stands, shaving dishes, shaving pots, stands for dishes, etc. (21)

RAINBOW, B761,163, by Buttons, Ltd., Birmingham.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Sunday, October 13

SOUTH LONDON AND SURREY PHARMACISTS' GOLFING SOCIETY, Mannings Heath club, near Hershams, at 9.30 a.m. Stableford competition.

Monday, October 14

LONDON NURSING EXHIBITION, Seymour Hall, Seymour Place, London, W.1, at 11.30 a.m. Opening. (Final day, Friday, October 18.)

PLYMOUTH BRANCH, PHARMACEUTICAL SOCIETY, lecture hall, administrative block, Freedom Fields Hospital, at 7.30 p.m. A film on medical missionary work by Mr. W. Haythornwaite, introduced by Miss M. H. Vining.

Tuesday, October 15

EAST KENT BRANCH, PHARMACEUTICAL SOCIETY, Falstaff hotel, Canterbury, at 8 p.m. Mr. H. W. Tomski on "Stock Control for the Retail Pharmacist."

HARROW BRANCH, PHARMACEUTICAL SOCIETY, oak hall, Baptist church, College Road, at 8 p.m. Mr. H. Treves-Brown's and Branch delegates' reports on British Pharmaceutical Conference.

HERTFORD BRANCH, PHARMACEUTICAL SOCIETY, Hertford secondary school, Mangrove, at 8 p.m. Dr. K. R. Capper (editor, Society's scientific publications) on "Formularies and Formulation."

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Grand hotel, at 8 p.m. Mr. A. Aldington (a member of the Society's Council) on "Are You Interested in Pharmacy?"

WEST MIDDLESEX CHEMISTS' ASSOCIATION and BRANCH, Feather's hotel, The Broadway, Ealing, London, W.5, at 8 p.m. A member of the scientific staff, J. Lyons & Co., Ltd., on "The Scientific Side of Food Production."

Wednesday, October 16

BIRKENHEAD AND WIRRAL, and BEBINGTON, CHESTER and WALLASEY PHARMACISTS' ASSOCIATIONS, Pensby hotel, Birkenhead, at 8 p.m. "Get together."

LONDON SECTION, ROYAL INSTITUTE OF CHEMISTRY, King's College, Strand, London, W.C.2, at 6 p.m. Dr. H. M. N. H. Irving on "Solvent Extractions in Inorganic Chemistry."

LONDON UNIVERSITY, post-graduate medical school, London University, London, W.C.1, at 2 p.m. Dr. J. D. N. Nabarro on "Diabetes and Carbohydrate Metabolism." (First of a series of two lectures. Second is on October 30.)

SOUTH-EAST LONDON CHEMISTS' ASSOCIATION, Langley rooms, Green Man hotel, Bromley Road, Catford, London, S.E.6, at 8 p.m. Dance in aid of the Society's Benevolent Fund.

SWANSEA AND WEST GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Mackworth hotel, at 7.45 p.m. Mr. D. F. Lewis (secretariat, Pharmaceutical Society) on "Recent Changes in Educational Policy."

Thursday, October 17

CHEMICAL SOCIETY, large chemistry lecture theatre, Imperial College of Science and Technology, London, S.W.7, at 7.30 p.m. Tilden lecture: Professor R. M. Barrer on "Crystalline Ion Exchangers."

EDINBURGH AND SOUTH-EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7.45 p.m. Dr. R. P. Edkins on "Modern Trends in Pharmaceutical Formulation."

FINCHLEY BRANCH, PHARMACEUTICAL SOCIETY, Conservative hall, 275 Ballards Lane, London, N.12, at 7.30 p.m. Dance and buffet.

SCIENTIFIC FILM ASSOCIATION, Mezzanine cinema, Shell-Mex House, Strand, London, W.C.2, at 6.30 p.m. Psychiatric films from France.

THAMES VALLEY PHARMACISTS' ASSOCIATION and BRANCH, Kingston hotel, Kingston-on-Thames, at 7.45 p.m. Dr. J. F. Merry (Merck Sharp & Dohme, Ltd.) on "Therapy with Cortisone."

TELEVISION ADVERTISING

October 20-26
LONDON

Air-wick (3), Aspro (6).
Beecham's pills (4), Beecham's powders.
Christy's lanoline face pack and liquid lanoline.
Colgate chlorophyll tooth-paste and dental cream, Coty 24 lipstick, Creme puff, Crookes halibut-liver oil capsules (2), Cussons Imperial Leather (2).
Delrosa rose-hip syrup (2), Dentiline (3), Drene, Euthymol tooth-paste, Famel syrup, Forhan's tooth-paste, Fresh-air (2), Fynnon salt, Germolene (4), Gibbs' S.R. tooth-paste (7), Gleem tooth-paste (3).
Iron Jelloids (3), Kleenex tissues (5), Linc-o-lin beer shampoo, Loxene.
Macleans indigestion remedies (2), Macleans tooth-paste (2), Macprin (2), Milk of Magnesia, Moorland indigestion tablets, Nervone, Opas tablets, Optrex (3).
Pal blades (3), Palmolive soap, Pantene hair tonic, Penetrol inhalant, Phyllosan (3), Phosferine (3), Pond's beauty preparations, Primitif, Punch and Judy children's tooth-paste (2), Scotties tissues (2), Silvikrin hair cream, Sunsilks shampoos (4).
Vaseline hair cream (3), Vaseline liquid shampoo (3), Veno's cough mixture (4), Vinolia baby products (2), Vitafort (3), Vita-glucose.

MIDLAND

Air-wick, Alka-seltzer, Aspro (6).
Beecham's pills (3), Brylcreem.
Colgate's chlorophyll tooth-paste and dental cream, Coty 24 lipstick, Creme puff (2).
Crookes halibut-liver oil capsules, Crookes hand cream (3), Cussons Imperial Leather (2).
Cutex hand cream, Cutex stay fast lipstick (3).
Delrosa rose-hip syrup (2), Digestif Rennies (2).
Drene, Euthymol tooth-paste, Famel syrup, Fynnon salt (2).
Gayelord Hauser extra-potency yeast tablets, Germolene (3), Gleem tooth-paste (2), Gibbs' S.R. tooth-paste (12).
Halo liquid shampoo (2), Immac, Kleenex tissues, Lazy shave, Loxene.
Macleans tooth-paste (2), Macprin (2), Macleans indigestion remedies, Milk of Magnesia products (2), Moorland indigestion tablets, Opas tablets, Optrex (3).
Pal blades (2), Palmolive soap, Pantene hair tonic, Penetrol inhalant, Persomina tablets, Pepsodent tooth-paste (3), Phyllosan (3), Phosferine (2), Poly Roll absorbent paper (2).
Punch and Judy Children's tooth-paste.
Safada cream shampoo (2), Scotties tissues (3), Shavex (2), Silvikrin hair cream, Skin Glo (3), Sunsilks shampoos (5).
Valderma antiseptic balm, Vaseline hair cream (3), Veno's cough mixture (4), Vinolia baby products (2), Vita-glucose, Zero (4).

NORTH

Air-wick, Alka-seltzer, Aspro (7).
Beecham's pills (5), Brylcreem.
Cephos (4), Colgate dental cream, Coty 24 lipstick, Countess hair conditioning cream, Creme Puff (2), Crookes halibut oil capsules, Crookes hand cream, Cussons Imperial Leather (3).
Delrosa rose-hip syrup (2), Digestif Rennies (2).
Drene (2), Euthymol tooth-paste.
Famel syrup, Fynnon salt.
Germolene (3), Gibbs' S.R. tooth-paste (10).
Gleem tooth-paste (2).
Halo liquid shampoo (2), Horlicks (4), Iron Jelloids (3), Kleenex tissues (5), Lazy shave, Loxene.
Macleans indigestion remedies, Macleans tooth-paste (2), Macprin (3), Milk of Magnesia products (2), Opas tablets, Optrex (2).
Pal blades (3), Palmolive soap, Pantene hair tonic, Pepsodent tooth-paste (3), Phosferine (2), Phyllosan (3), Pure Silvikrin.
Safada cream shampoo (2), Satinex safety bleach (2), Scotties tissues, Shavex (2), Silvikrin shampoo (2), Snowfire wave set, Sunsilks shampoos (3), Thermogene (2).
Valderma antiseptic balm (5), Vapex, Vaseline hair cream, Veno's cough mixture (5), Vita-glucose tablets.
Yeast-Vite (2), Zero (4), Zoflora.

SCOTLAND

Air-wick (3), Alka-Seltzer, Aspro (6), B'sodol (5).
Christy's lanoline face pack, Colgate dental cream, Coty 24 lipstick, Creme Puff (2), Cussons Imperial Leather (2).
Delrosa rose-hip syrup (2), Euthymol tooth-paste, Famel syrup (2), Fynnon salt, Gleem tooth-paste (7).
Halo liquid shampoo (2), Horlicks (3).
Kleenex tissues (4), Knight's Castile soap (4).
Lazy Shave, Linc-o-lin beer shampoo, Loxene.
Macleans tooth-paste, Macprin (3), Macleans indigestion remedies (2), Milk of Magnesia pro-

ducts (2).
Nervone (3), Nurse Harvey's mixture (2).
Opas tablets.
Palmolive soap, Pantene hair tonic, Pepsodent tooth-paste (5), Persomina tablets, Silvikrin shampoo.
Veno's cough mixture (4), Vinolia baby products.
Vita-glucose tablets, Yeast-Vite.
Other products which are currently being advertised (but for which no station has been notified) include: Sebix shampoo, New Araby soap, Scan eye lotion, Scram, 1001 Cleaner, Citroze glucose drink.

C. & D. WEEKLY LIST OF PRICES

A=Advanced; R=Reduced; I.R.P.=Inclusive Retail Price; * =Tax 30 per cent.; † =Tax 60 per cent.; ‡ =Tax 90 per cent.

BOOTS PURE DRUG CO., LTD. (from October 8)
Each I.R.P.
Neumandin tablets 50 mgm. 1,000 11 6 17 3 R

THE BRITISH DRUG HOUSES, LTD.
Pernivit tablets 500 11 8 17 6 R

PARKE, DAVIS & CO., LTD.
Caladryl cream* 1.5 oz. 3 11 R
1 lb. 26 1 1/2 R
Chloromycetin cream 1 oz. 5 3 R
8 oz. 31 6 R
Citralka effervescent tablets* 25 5 8 1/2 R

PARKINSONS, LTD. (from October 7)
Doz.
Epix disinfectant 6 oz. 11 3 1 3 A
6 Doz. 11 0
12 Doz. 10 9
10 9
Doz.
16 oz. 22 6 2 6 A
3 Doz. 22 0
6 Doz. 21 6
Each
1 gall. 12 8 15 0 A
with pourer 13 5 15 9 A

NEW PRODUCTS AND PACKS

BURROUGHS WELLCOME & CO.
Otosporin d.ops 5 c.c. 12 0

COUNTY LABORATORIES, LTD.
Bristow's lanolin shampoo* Doz. 2 9
bottle 19 8

DISTILLERS CO. (BIOCHEMICALS), LTD.
Distaquine V Each
120 tablets 120 mgm. 500 184 0 276 0
240 tablets 240 mgm. 500 366 8 550 0

DUNCAN, FLOCKHART & CO., LTD.
DF 118 tablets 25 7 6
100 25 0

JOHNSONS OF HENDON, LTD.
Unitex "twin pack" Paction 2 0

KODAK, LTD.
Cine-Kodak Tri-X reversal film 16 m.m. 47 11
50-ft. magazine† 36 2
50-ft. spool‡ 61 9
100-ft. spool
(Prices include processing charge).
Cine-Kodak Tri-X and Plus-X negative film 39 7
100-ft. spool‡
(Price does not include processing charge).

LEDERLE LABORATORIES DIVISION, CY-ANAMID OF GREAT BRITAIN, LTD.
Achromycin V syrup 2 oz. 12 0 18 0
16 oz. 86 8 130 0

S. MAW, SON & SONS, LTD.
Maw's toilet lanoline† Doz. 8 7 1 9
tube

PROGRESS SHAVING BRUSH CO., LTD.
VS/4 shaving brush with alum block* 46 3 6 11

PULLIN OPTICAL CO., LTD.
Instant transparency viewer 40 0 5 0

SILMOR DISTRIBUTING CO.
Andre Philippe perfumed lacquer spray† 12 6 2 6
refill† 7 6 1 6
pink cream shampoo sachet* 3 4 6
bubble bath* 5 0 9

SMITH KLINE & FRENCH LABORATORIES, LTD.
Sethadil tablets 50 200 0

C. & D. RETAIL AND DISPENSING PRICE LIST

The drug index for September was 205.1

Cost		Item	16 oz.	4 oz.	1 oz.	1 dr.
d.	per		s. d.	s. d.	s. d.	s. d.
108	500 mils	Acet. ipecacuanhae ...	—	3 6	1 0	0 1 1/2
132	500 mils	Acid. lacticum ...	—	4 3	1 2	0 2
66	500 gm.	Adeps benzoïnatos ...	7 6	2 2	0 7 1/2	0 1
89	100 gm	Caffeina citras ...	—	—	3 7	0 6
42	100 gm	Caryophyllom Zanzibar ...	—	5 11	1 9	0 3
141	500 gm.	Cera flava (in massa) exot. ...	—	4 7	1 3	0 2
99	500 mils	Emuls. menth. pip. ...	—	3 3	0 11	0 1 1/2
87	25 gm.	Ephedrine hydrochlor. P. I. (8)	per	gr.	0 1	2 0
99	500 mils	Lin. bellad. meth. S. I. (5)	—	3 3	0 11	0 2
108	litre	Lin. camph. ...	—	1 9	0 6	0 1
102	500 mils	Ol. eucalypti. ...	—	3 3	0 11	0 1 1/2
50	500 gm.	Potassii permanganas ...	—	1 7	0 5 1/2	0 1
30	2 kilos	Sodii bicarb. pulv. ...	0 10	0 3 1/2	0 1	—
54	500 mils	Syr. ferri phos. c. Quin. et strych P. I. (9 and 13)	—	1 9	0 6	0 1
60	litre	Syr. toltanus ...	—	1 0	0 3 1/2	—
58	500 mils	Tinct. ferri perchloridi ...	—	1 11	0 6 1/2	0 1
78	500 gm.	Ung. methyl. salicyl. dil. ...	—	2 7	0 9	0 1 1/2
114	500 gm.	Ung. methyl. salicyl. co. dil. ...	—	3 9	1 0	0 1 1/2

The bold letters and figures at left of dispensing prices relate to the classification of poisons in THE CHEMIST AND DRUGGIST Poisons Guide.



The order of the day...

'LANOXIN' *for maintenance therapy*

It never varies in potency.

It is taken each day, not intermittently.

Over-digitalisation quickly subsides because of rapid excretion.

'LANOXIN' BRAND *for*
DIGOXIN *unfailing*
uniformity



BURROUGHS WELLCOME & CO. *(The Wellcome Foundation Ltd.)* LONDON



The First Aid Dressing

to recommend—

ADAPTOPLAST

9d TINS—6/5 DOZEN 1/6 TINS—12/10 DOZEN

A PRODUCT OF *Cuxson, Gerrard & Co. Ltd.* OLDBURY, BIRMINGHAM

"RELIANCE" NATURAL SPONGES



Natural Deep Sea Sponges

To display a natural deep sea sponge is to sell it—because discriminating customers know that it is softer and kinder to the skin, and more lasting and more hygienic than any substitute—as well as holding three times as much water.

Cresswell's offer the best of the sponge crop. Please write for our price lists, and when in the West End of London a visit to make your own selection is welcomed.

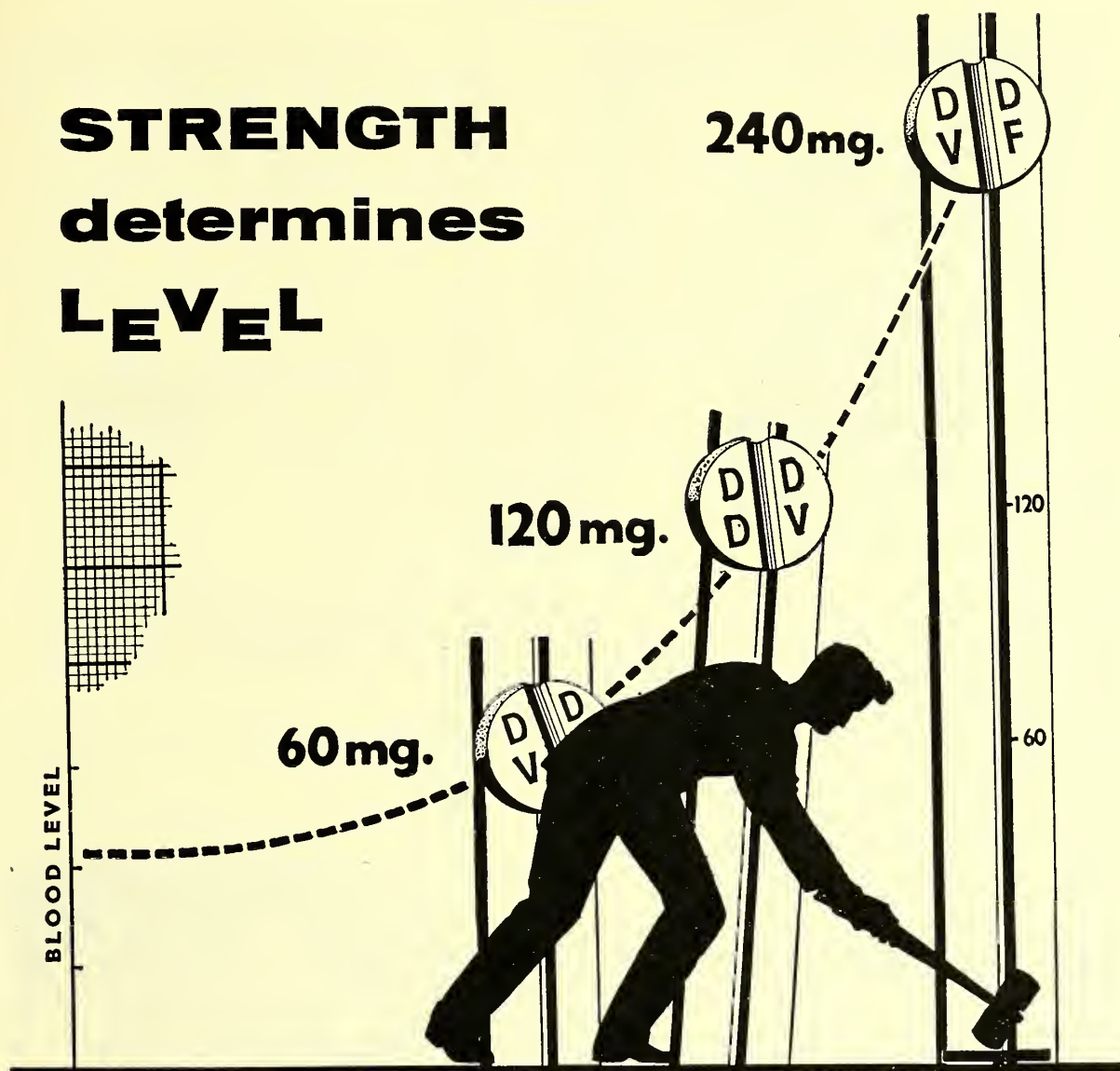
CRESSWELLS
HAVE GIVEN SATISFACTION
TO THEIR CUSTOMERS FOR
ONE HUNDRED AND FIFTY YEARS

CRESSWELL BROS. SPONGES

3-9, EARLHAM STREET, CAMBRIDGE CIRCUS, LONDON, W.C.2

Telephone: TEMple Bar 5331

STRENGTH determines LEVEL



'Distaquaine' V

THE ORIGINAL BRITISH PENICILLIN V

offers a choice of three strengths of tablet from which to adjust dosage according to the needs of the case.

'DISTAQUAINE' V 60
60 mg. tablets of penicillin V in bottles of 30, 200 and 1,000.

'DISTAQUAINE' V 120
120 mg. tablets of penicillin V in foil packs of 12 and bottles of 100.

'DISTAQUAINE' V 240
240 mg. tablets of penicillin V in foil packs of 12 and bottles of 100.

Dosage: 1 or 2 tablets every four hours. Also available: 'Distaquaine' V Elixir and 'Distaquaine' V Sulpha tablets

THE DISTILLERS COMPANY (Biochemicals) LIMITED

BROADWAY HOUSE, THE BROADWAY, WIMBLEDON, LONDON S.W.19. TELEPHONE: LIBERTY 6600

owners of the trademark 'Distaquaine'

PPH 12/57



Portrait of a Best-Seller

ANDREWS has the largest sale of any effervescing saline in the world. This is because :—

- ★ The public have confidence in it.
- ★ It has never been sold by exaggerated claims.
- ★ Its packing and keeping qualities are guaranteed.
- ★ It is advertised by a powerful national campaign, including extensive use of T.V.

Andrews
for INNER CLEANLINESS

The latest research evidence on the value of known preparations for the treatment of gastric disorders is available from us free.

This booklet is indispensable reading for Manufacturers in this field.

M.C.P. PURE DRUGS LTD.
86 STRAND, LONDON, W.C.2
COVent Garden 2701



**Your customers are
catching on to the
ROZALEX habit — are you ?**

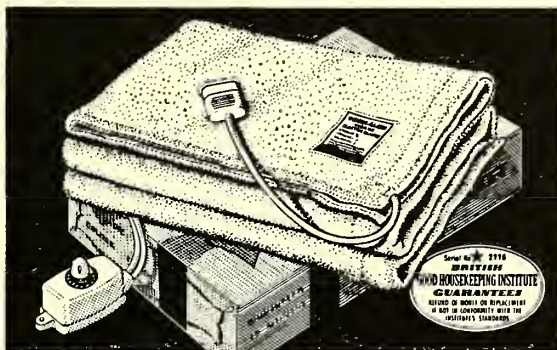
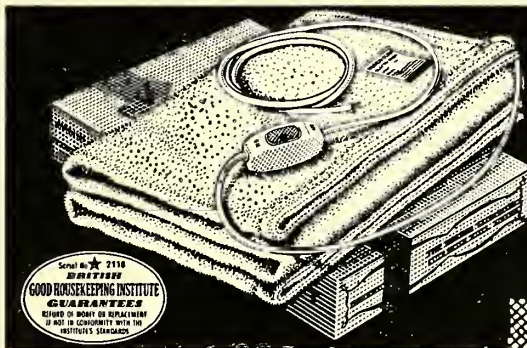
Advertisements in the women's magazines for Rozalex barrier creams No. 1 and No. 8 will be intriguing your customers. So will you have displays ready — and good stocks?

Supplied direct or through your usual wholesaler.
ROZALEX LTD., 10 NORFOLK ST. MANCHESTER 2

THE 'WARM-GLOW' VIGILUX electric blankets

Fitted with our patented infinitely variable illuminated bedside control—the only control which can be set to any temperature, these fleecy woollen blankets are the last word in luxury. Available in a range of beautiful pastel shades, they are SAFE and can be WASHED AT HOME. Made in generous FULL BED SIZES, the SINGLE SIZE (65" × 36") retails at £11.10.1 and the DOUBLE SIZE (72" × 58") fitted with twin controls, retails at £19.11.7.

Awarded the Good Housekeeping Institute Seal of Guarantee

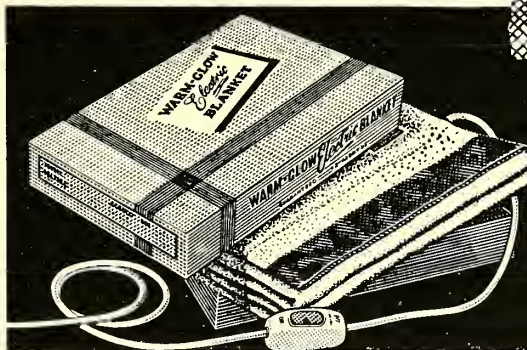


THE 'WARM-GLOW' DE-LUXE single heat electric blankets

These lovely woollen blankets in pastel colours, like the VIGILUX range above, are fitted with high test reliable elements, waterproofed for safety and washable at home. Awarded the Good Housekeeping Seal of Guarantee, they incorporate the new unbreakable illuminated 2-pole cord switch, and are made in full bed sizes from 54" × 36" SINGLE SIZE at £8.10.0 retail, to 72" × 54" DOUBLE SIZE at £14.13.8 retail.

This year, more people than ever will be clamouring for these Nationally advertised blankets. Meet their demand by ordering stocks NOW—our factory has been extended to ensure you get good delivery!

'WARM-GLOW'
ELECTRIC BLANKETS
step-up your sales



THE NEW 'WARM-GLOW' Juno, Stella & Diana Models

Attractive satin bound, pastel-coloured, fleecy blankets fitted with the 'WARM-GLOW' SUPER CORD SWITCH and incorporating New Strong waterproof elements. In common with our other models, on size and specification alone, they represent one of the finest buys on the market. From the 50" × 28" JUNO at 65/1 retail to the 60" × 49" DIANA at 123/5 retail.

other ready-selling products include
'WARM-GLOW'

SOIL HEATERS • PIPE HEATERS
PIANO HEATERS • WINDOW DE-MISTERS
and NOW the

'WARM-GLOW' UNBREAKABLE
ILLUMINATED 2 pole CORD SWITCH

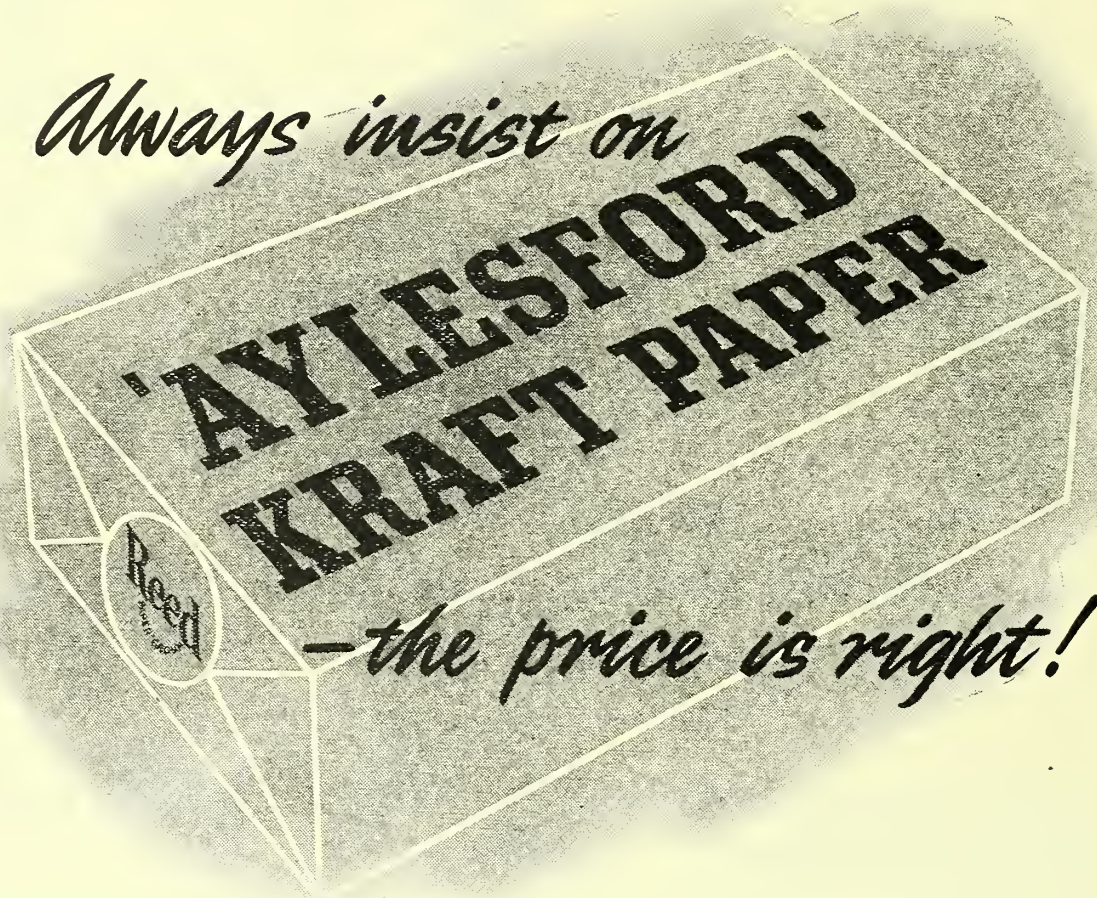
with 100 lb. cord grip

Full details from your Wholesaler or write for
leaflets to Dept. C.3.

THE WARM-GLOW CO LTD
LEIGH-ON-SEA
ESSEX · ENGLAND

TELEPHONE · EASTWOOD 54272

TELEGRAMS · WARMGLOW LEIGH-ON-SEA

FOR BETTER WRAPPING

Reed's Aylesford Kraft is made at Aylesford Paper Mills, Kent, where the weekly production output exceeds 3,000 tons. Available in Machine Glazed, Unglazed or Bleached. Insist on 'Aylesford' Kraft and avoid unnecessary imports.

★ ASK YOUR PAPER MERCHANT FOR SAMPLES

*If any difficulty please write to us, but orders
can be dealt with only through the Trade.*

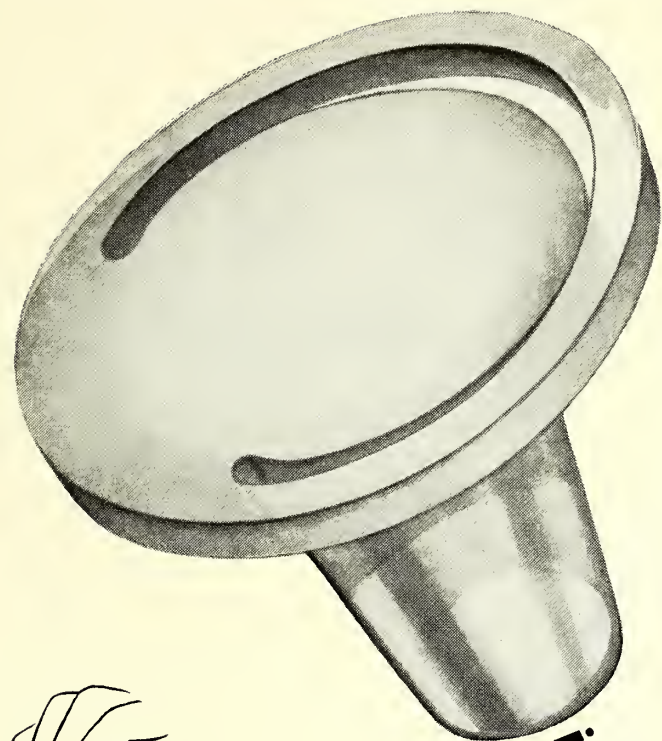
Sales Organisation :

E. R. FREEMAN & WESCOTT LTD

BLACKFRIARS HOUSE • NEW BRIDGE STREET • LONDON E.C.4 • Telephone: FLEet St. 7701-5

Reed
PAPER GROUP

Largest producers in the world of Machine Glazed (M.G.) Kraft
Largest producers in Europe of Unglazed Kraft

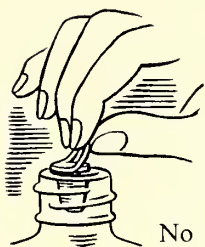


it's new!

it's polythene!

**it has a handle
for easy removal,**

it's a sure stopper



No more leaking bottles, no more complaints that once opened the bottles are not sealable again. In fact 'HERMATIC' plugs, made in twelve sizes, solve your sealing problems and ensure complete customer confidence, resulting in repeat sales. And now these little polythene plugs are being manufactured with a hooped flange or 'handle' which enables the user to remove and replace it with ease!

Samples on application

"HERMATIC"

(PAT. NO. 712141)

Polythene Plugs

THE INTERNATIONAL BOTTLE CO. LTD.

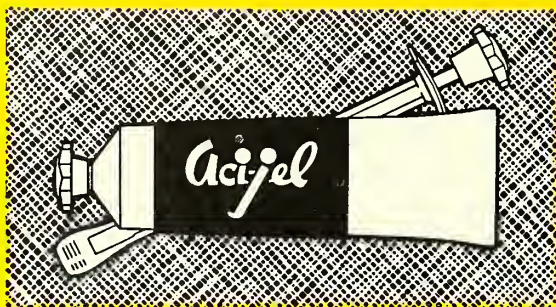
140 PARK LANE, LONDON, W.1

Telephone MAYfair 6992 (5 lines) Telegrams AUTREFOIS, AUDLEY, LONDON





Maintaining Leadership



The élite Ortho line of gynaecological pharmaceuticals results from original work in the Ortho Research Foundation — universally acknowledged by physicians as the leading authority in its specialist field.



Ortho products are the most widely prescribed of their kind and are constantly before the medical profession through the medium of a large field force of well-trained professional service representatives and prominent publicity in the medical press.



Aci-Jel

For restoration and maintenance of normal vaginal acidity. Bland, non-irritating highly buffered acid jelly for topical use in routine treatment of vaginitis.

Aci-Jel: 85 gm. tube with or without applicator.

Triple Sulfa Cream

For bacterial vaginal infections, post-cautery and postpartum healing. Combines three sulphonamides with urea peroxide for more effective control of a wide variety of vaginal pathogens.

Triple Sulfa Cream: 80 gm. tube with or without applicator.

Ortho Dienoestrol Cream

Vaginal oestrogen therapy for senile and atrophic vaginitis and postmenopausal pruritus vulvae. Contains 0.1 mg. of the synthetic oestrogen dienioestrol per gram of cream base.

Dienoestrol Cream: 80 gm. tube with or without applicator.

Gentersal

An improved form of gentian violet with benzalkonium chloride, designed for specific treatment of vaginal candidiasis (moniliasis). A more effective fungicidal agent, non-irritating and less staining.

Gentersal Cream: 60 gm. tube complete with 15 disposable applicators.

Tritheon

(Aminotroazole Tablets). First oral therapy for Trichomoniasis in the female and the male. Each tablet contains 100 mg. 2-acetyl-amino-5-nitrothiazole.

Tritheon: Bottles of 30, 180 and 1,000 tablets.

Massé

For prevention and treatment of cracked nipples. Contains the safe, effective antiseptic 9-amino acridine and allantoin. Dainty, aesthetic, emollient and healing. Does not interfere with nursing.

Massé Cream: 28 gm. tube, individually boxed.

Nidoxital

For immediate and prolonged control of nausea and vomiting of pregnancy. Contains pyridoxine, nicotinamide, benzocaine and pentobarbital. Effective relief in 24 to 72 hours in most cases.

Nidoxital: Bottles of 12, 20 and 100 capsules.

Nutri-Sal

A Ringer-type/glucose douche designed to promote fertility in selected cases by virtue of its ability to enhance sperm survival and migration.

Nutri-Sal: Packages of 3 vials, each sufficient for 1 pint douche solution.

Rarical

(Iron-Calcium Tablets). Provide an improved, better tolerated source of iron and calcium for the anaemic, pregnant, aged or juvenile patient.

White, uncoated, tasteless tablets.

Rarical: Bottles of 50, 100 and 1,000 tablets.

Hexital

For relief of menopausal symptoms. Combines the synthetic oestrogen hexoestrol (3 mg.) with phenobarbital (20 mg.) for more complete control.

Hexital: Bottles of 100 and 500 tablets.



Ortho Pharmaceutical Limited · High Wycombe · England

Business-builders from Beautisales

Gill's DANDRUFF REMOVER SHAMPOO

Sales of Gill's continue to soar as more and more dandruff sufferers—men, women and children alike—find that this refreshing medicated shampoo brings instant relief. Enjoy your full share of this profitable market.

PRICES: Retail size bottle 2/9—wholesale 18/4 per dozen. From all wholesalers.

Also made and distributed by
EUGENE-GALLIA—Paris and Barcelona.

Jochem's WONDERFUL DUTCH HAIR PREPARATION

Sensationally effective in cases of thinning and falling hair, as hundreds of testimonials prove. Recommend Jochem's to all your hair-worried customers. You will reap good business and goodwill as satisfied customers tell their friends about this marvellous preparation.

From all wholesalers.
PRICE: 8/9 per bottle or 96/- dozen, plus P.T. Retailing at 21/- per bottle (inc. P.T.)

BEAUTISALES LTD., 35 Old Bond Street, London, W.1

Telephone: HYDe Park 2565-6

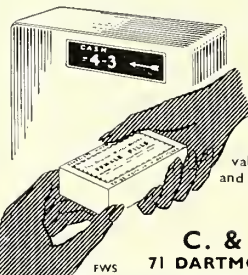
Eire Agents: MUR-RA LTD., 10B Fishamble Street, Dublin, Eire

Traditional Solazzi Liquorice

Loosens phlegm, soothes bronchitis and asthma, prevents infection of the air passages (smog and smoke). A modern medicament in digestive disorders and gastric ulcers.

MADE FROM PURE CALABRIAN LIQUORICE ROOT
Savepiam Via Morelli 75 NAPLES (Italy)

Another 10d profit in the Till! KEARSLEYS PILLS



KEARSLEY'S Pills have proved a very valuable remedy over 150 years for anaemia and lassitude in ladies. Over 10d BOX PROFIT by ordering one dozen of the 4/3 size. 13 to the dozen bonus given.

C. & G. KEARSLEY LTD
71 DARTMOUTH ROAD LONDON S.E.23

MANUFACTURER'S OFFER OF STEEL SHELVING

- Brand new—Manufactured in our own works
- Shelves adjustable every inch
- Heavy gauge shelves will carry 400 lb. each
- Stove enamelled bronze green
- 6 shelves per bay—Extra shelves 8/- each
- Quantity discounts

72" High
34" Wide
12" Deep

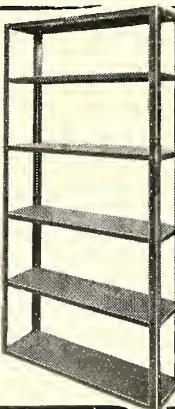
Telephone:
69018/9

DELIVERED FREE £3 15s.

Ready for Erection

N. C. BROWN LTD.

SHELVING DIVISION • EAGLE STEEL WORKS
HEYWOOD • LANCs



and All-Steel DRAWER UNITS



The Standard drawer, 5 in. wide x 3 in. high x 11 1/2 in. long containing one free divider and drawer card. Sample will be sent on request.

20 of these drawers are contained in the "INDUSTRIAL TWENTY." Overall size, 42 in. high x 13 in. wide x 12 in. deep. Delivered free £6.15.0.

Send for leaflets of other sizes.
Stove Enamelled Bronze Green.





112/CRD/57

*A beautiful machine
beautifully made by* **National**
Reg. T.M.

—the name that earned its fame

Vigilant *National* Model no. 132(7)2

ON CALL SERVICE FROM 85 CENTRES

The National Cash Register Company Limited, 206-216 Marylebone Road, London, N.W.1 PAD 7070

It's an ill wind...



but a good one for
LION 9 hair nets

Attractive counter display cartons and hanging cards with film envelopes.
(Lion 9 sachet and hanging card illustrations.)


Winter winds will blow more LION 9 hair net sales your way. These popular 15 denier nylon hair nets are invisible in wear and incredibly strong—of super quality and available in all hair shades.

6 million women read LION 9 hair net advertisements every month assuring constant demand. How are your stocks?

Order from your wholesaler or write for address of nearest stockist.

ROBERT SHAW & CO LTD.
Ascot Rd., Nottingham. Tel: Nottingham 71231/2
Makers of Quality Hair Nets since 1905.

London Office: Condor House,
St. Paul's Churchyard, E.C.4.
Telephone: CITY 3359.



Malt and Cod Liver Oil

With the flavour that CANNOT be copied

We are the premier firm supplying
Chemists "own name" packs

IMPORTANT
Make sure of your stocks
against the possibility of
severe Winter epidemics.

JEFFREYS, MILLER & COMPANY LIMITED, LEYLAND MILLS, WIGAN

BURNSIDE'S EUCALYPTUS OILS

Distilled in Australia from Eucalyptus leaves in accordance with the B.P. specification. W. K. Burnside Pty., Ltd., Melbourne, Australia offer:—

80/85% Rectified B.P. Eucalyptol B.P. 70/75% Rectified B.P.
Oil Eucalyptus Dives 40/45% Oil Eucalyptus Dives 90/95%
For the production of Thymol and Menthol
Oil Eucalyptus Phellandra—Phellandrene
For use in Antiseptics and Disinfectants

Agents for U.K.: **WILSON & MANSFIELD, LTD., 15 Philpot Lane, LONDON, E.C.3**
Phone: MANSION HOUSE 9264-5-6 (WHOLESALE ONLY) Grams: WYFIELD, LONDON

all
Rose's
sales
records
broken!



Advertising in the national press and on television and the growing popularity of Lime Juice have all combined to send Rose's sales soaring up to highest-ever figures.

ARE YOUR STOCKS OF ALL THE ROSE'S LINES SUFFICIENT?

3 world-famous Inecto money spinners

★ COLOUR CREME

New and exciting! Rich creme in a tube that conditions as it tints. Easy and pleasant to apply. 3/4 + P.T. Retail 8/-

★ INECTO RAPID

Has a 40 year reputation as the world's supreme recolourative. Known and asked for by name. Sells and sells and sells.

2/6 + P.T. Retail 6/-

★ FOUR-IN-ONE

As though by magic, lightens, brightens, colours and conditions. May be poured on the hair like a shampoo.

2/6 + P.T. Retail 6/-

Both restore colour permanently to grey and white hair. Complete, in the same 18 natural shades, with Picture Directions.

**Ask for free Shade Indicator.*

For hair that is drab or faded or with just that touch of greyness. In 11 lovely shades.

FROM YOUR USUAL WHOLESALER

Advertised on a grand scale

Enquiry Bureau : INECTO HOUSE, 27 DOVER STREET, LONDON, W.1
HYDE PARK 7541 (12 LINES)

for **ASTHMA** and Allied Chest Complaints, you can safely recommend—

RIDDOVYDRIN **ASTHMA INHALANT**

—A BIOLOGICAL PREPARATION CONTAINING VITAMIN C

RIDDOVYDRIN gives Rapid and Prolonged Relief to the most Chronic Cases.

SAMPLES AND LITERATURE FREE ON REQUEST

— TOGETHER WITH —

RIDDOPAG **PLASTIC INHALER**

WITH OR WITHOUT MASK

— UNBREAKABLE —

Gives a Fine Dry Vapour Free of Drops

MAY BE SUPPLIED ON E.C.10 FORMS

40% DISCOUNT ALLOWED ON ALL INHALERS,
RETAILING FROM 9/6d. TO 58/6 TAX FREE



RIDDELL PRODUCTS

HEAD OFFICE:

LTD.

RIDDELL HOUSE,

10-14 DUNBRIDGE STREET, LONDON, E.2

Phone: BIS 0843-4-5 (3 lines)

BRANCH OFFICE:

11 MANSFIELD CHAMBERS,

ST. ANN'S SQUARE, MANCHESTER, 2

Phone: BLA. 2894

The



SILICONE TEAT

is a 'NATURAL'

when it comes to selling

BECAUSE IT IS THE 'LONG LIFE' TEAT

The longer a baby can keep to one teat, the better. He will be much more comfortable while feeding if he does not have to get used to a new teat every so often. The answer to this is the Suba-Seal 'Natural' Silicone Teat. It outlasts all others. Made from a pure natural Silicone base, it resists friction better than any other, it does not swell, nor does the hole enlarge. It is very flexible, but does not lose its shape. It is lactic acid resistant and anti-colic and has high sterilization properties. Naturally, it costs more to buy and in this it works to your advantage since the profit margin is greater; selling at 3/6 you get a real profit.

The advantages of the Silicone Teat have been impressed upon mothers by widespread advertising in leading magazines and they have come to learn that with Suba-Seal 'Natural' products they can depend on quality and efficiency.

Mothers!
You want the best for your Baby
... that's **SUBA-SEAL NATURAL**

THE SILICONE TEAT

will outlast all others. A very important factor not only for economy but because baby gets used to a teat and the longer he can use one and one only, the better. Made from a pure natural Silicone base it resists friction better than any other kind, it does not swell nor does the hole enlarge, it retains its shape yet has very high flexing and high sterilization properties, is lactic acid resistant and anti-colic.

Helpful leaflet with every product




NATURAL
A COMPLETE RANGE OF BABY FEEDING AIDS

WILLIAM FREEMAN & CO. LTD. SUBA-SEAL WORKS PEEL STREET BARNSELY

There are two other kinds of Teats in the range — a long lasting Heat Moulded and Cushioned Teat — and one of Pure Latex with a 'cherry' nipple. Both are anti-colic of course and both cost only **7½d each**

FROM CHEMISTS ONLY

* SUPPLIED THROUGH CHEMISTS ONLY

WILLIAM FREEMAN & CO. LTD., SUBA-SEAL WORKS, PEEL STREET, BARNSELY

Tel.: Barnsley 4081

Grams.: Suba-Seal, Barnsley

**A WONDERFUL
RANGE
WITH
DEFINITE
SALES
APPEAL**



There's a Cannon hot water bottle to suit every age. From the Baby, Noah's Ark and Cottage Doll series through to the heavy general purpose Radiator they're all attractively made to give a long and useful life.

When you recommend a Cannon, you can't go wrong!

The attractive colours and ingenious packs mean increased sales appeal on your shelves, and all are made from high quality rubber.

**ASK YOUR
WHOLESALE FOR
PARTICULARS
TO-DAY**

**Cannon Rubber
PRODUCTS**

★ *Attractive Trade Terms*

THE CANNON RUBBER MANUFACTURERS LTD.
Cannon Works, Ashley Road, Tottenham, London, N.17



HOME TRADE

JKL

EXPORT

MENTHOL CASCARA QUILLAIA

and all other Botanicals, Gums,
Waxes, Essential Oils and Spices

JOHN KELLYS (LONDON) LTD.
24 OLD BROAD STREET, E.C.2

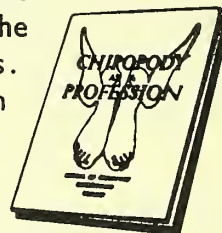
Telephone : LONDON Wall 6585 (4 lines)
Telegrams : "Ergotine, Stock, London"

NEW YORK HAMBURG

CHIROPODY

THE PAYING PROFESSION

CHIROPODY is an interesting profession with unlimited prospects. It is not available under the N.H.S., and exceptionally good returns are obtained by the qualified practitioner. There exists a national shortage of chiropodists, and the demand increases. Much of the study can be taken by correspondence.

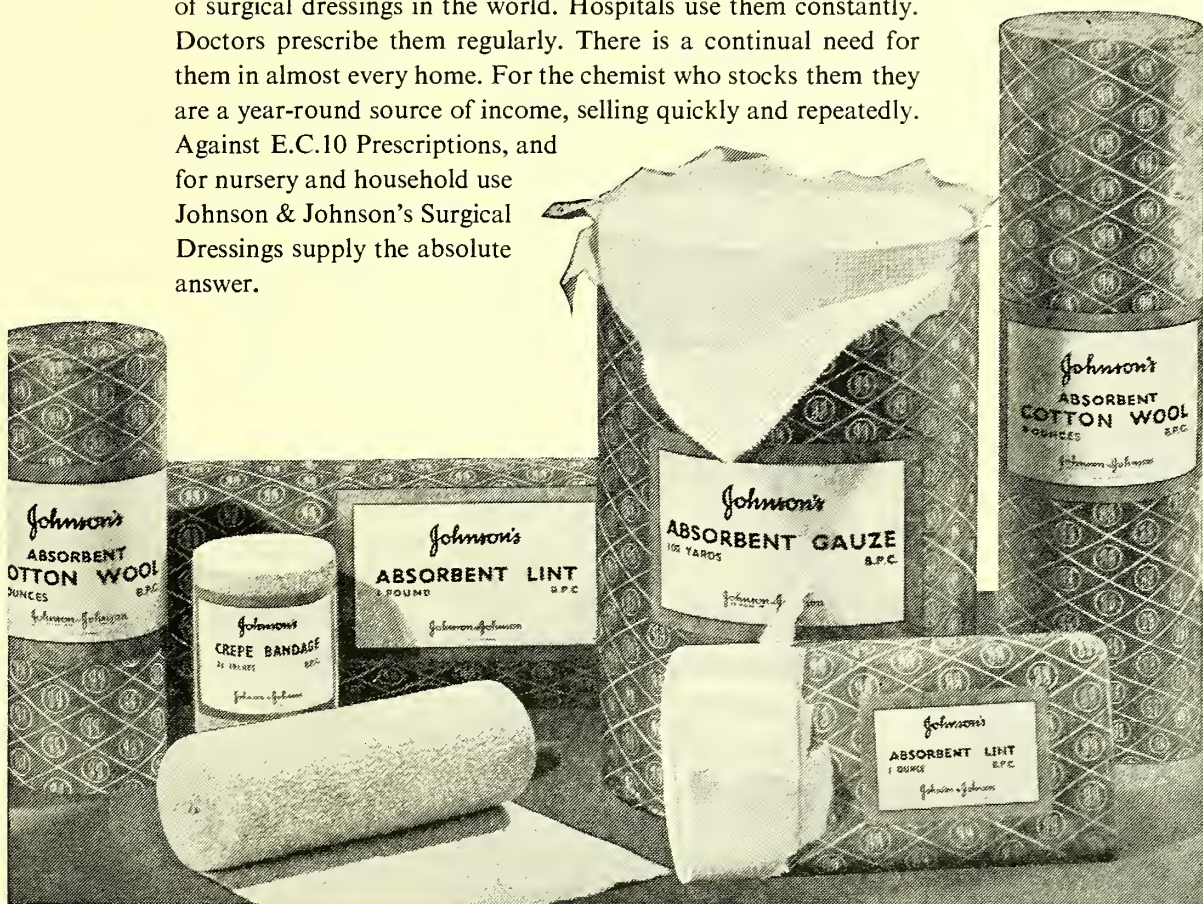


Write for details to

SCHOOL OF CHIROPODY
(Dept. CD), LEATHERHEAD, SURREY

PROFIT FROM Johnson & Johnson PRODUCTS

Johnson & Johnson manufacture the widest and most trusted range of surgical dressings in the world. Hospitals use them constantly. Doctors prescribe them regularly. There is a continual need for them in almost every home. For the chemist who stocks them they are a year-round source of income, selling quickly and repeatedly. Against E.C.10 Prescriptions, and for nursery and household use Johnson & Johnson's Surgical Dressings supply the absolute answer.



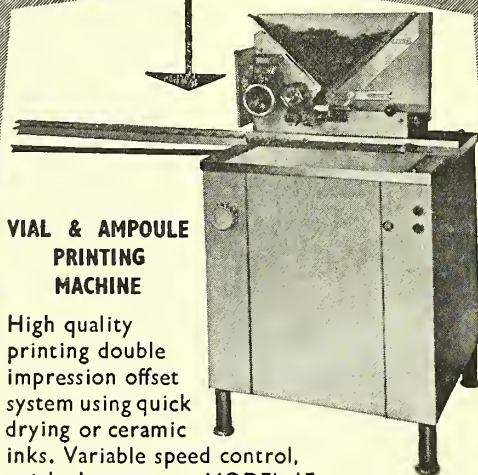
Johnson & Johnson

The World's most trusted name in surgical dressings

Johnson & Johnson's range of well-known products includes:

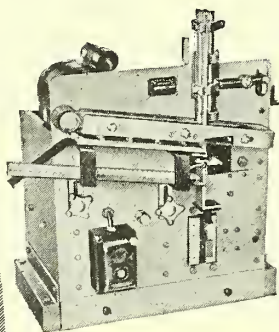
JOHNSON'S BABY POWDER • BABY SHAMPOO
BABY CREAM • BABY OIL • BABY LOTION
BABY SOAP • 'BAND-AID' ELASTIC AND
PLASTIC FIRST-AID DRESSINGS
'MODESS' PERSONAL PRODUCTS • 'TEK'
TOOTHBRUSHES • 'ZO' • 'ZONAS'
SPOOL PLASTERS • FIRST-AID KITS
FOOT PRODUCTS

It's NEW!
It's a **NEWMAN**
machine for printing
direct on Ampoules
or small cylindrical objects



**VIAL & AMPOULE
PRINTING
MACHINE**

High quality printing double impression offset system using quick drying or ceramic inks. Variable speed control, quick changeover. **MODEL IF.**



**AUTOMATIC BENCH
MODEL LABELLING
MACHINE**

For ampoules, vials, crayons, tubes, torch cells, etc. Label coding available. High quality labelling due to sustained pressure on label after application. **MODEL 2B.**

Also manufacturers of the popular semi-automatic labelling machines, Self-feeding Gumming machines and automatic Cap Lining machines for inserting wads.

Write for details — no obligation

D. TRAPOW & COMPANY LTD
ENGINEERS

113/115A REGENTS PARK RD., LONDON, N.W.1 PRImrose 6688



The
**BEATSON
PANEL**

The Perfect Pack for Display.
Available in sizes : —

1, 2, 2½, 3, 4, 5, 6, 8, 10, 12
and 16 oz.

Caps: Black, White or Red Plastic,
White Enamelled Metal.

"The Sign of a Good Bottle"



BEATSON, CLARK & CO. LTD.
GLASS BOTTLE MANUFACTURERS
ROTHERHAM Established 1751 YORKS

These famous products are being advertised in the

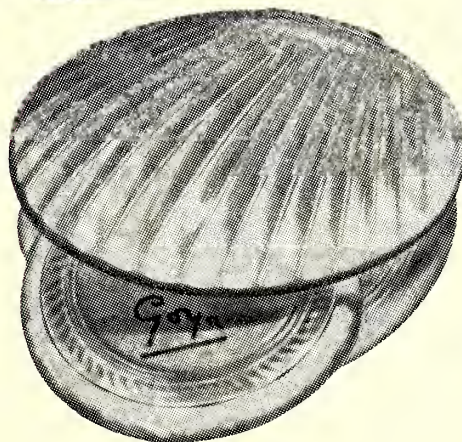
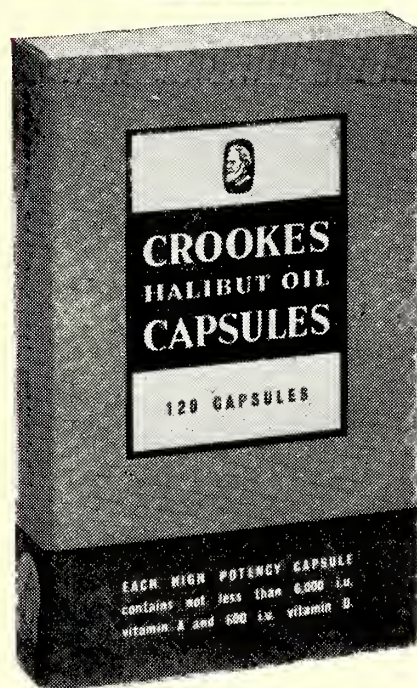
DAILY MIRROR

week beginning
October 14th

*14,460,000 readers of the Daily Mirror will see these advertisements. That's over one in three of all shoppers in your area. Tell your other suppliers that the support you want is brand advertising in the Daily Mirror.

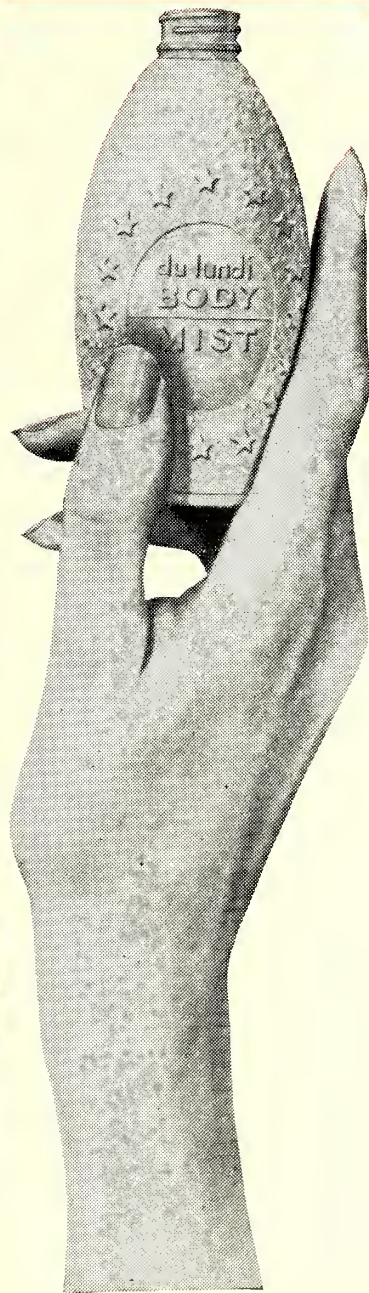
* I.P.A. Readership Survey.
March—April, 1957.

DAILY MIRROR
biggest daily sale
on earth—
moves goods
nationally,
regionally,
LOCALLY.



**For extra business . . .
extra profits . . .**

*display these brands on
your counters, in your
windows. Be sure customers
see that you are
their nearest stockist.*





M&B

F O R S U

L P H O N A M I D E S

Since before the war, when the first successes of our research into the therapeutic properties of sulphanilamide derivatives became known, the house mark **M&B** has come to be closely linked with this field of investigation and manufacture. Research has continued. Expansion has gone on. Today we *remain* the house for sulphonamides, with plant producing a wide and important range of these drugs to meet every demand.

YOUR ENQUIRY IS INVITED

M&B

brand

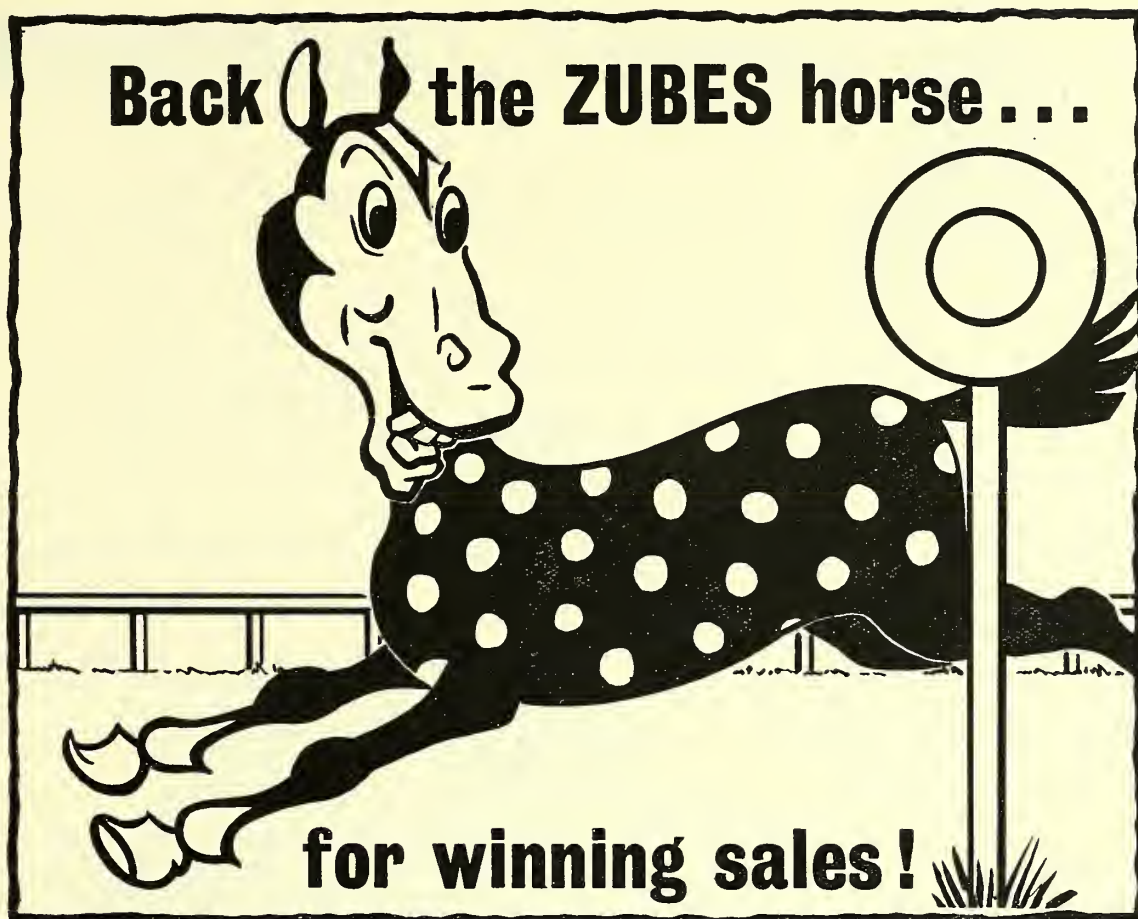
PHARMACEUTICAL CHEMICALS

MANUFACTURED BY

MAY & BAKER LTD • DAGENHAM • ENGLAND • TELEPHONE: ILFORD 3060

ASSOCIATED HOUSES IN • BOMBAY • LAGOS • MONTREAL • PORT ELIZABETH • SYDNEY • WELLINGTON

BRANCHES AND AGENTS THROUGHOUT THE WORLD



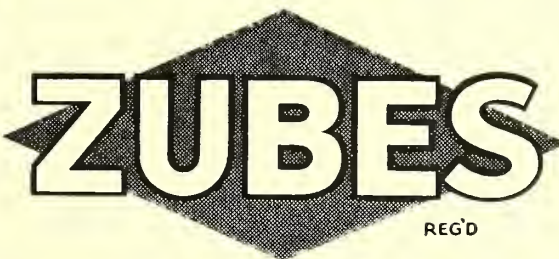
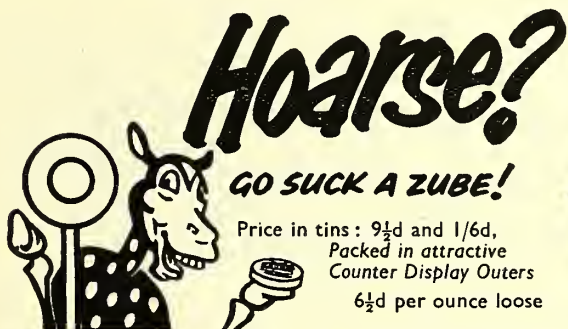
***Zubes are again in the lead for 1957-58
with these big National TV & Press campaigns:***

TELEVISION The ZUBES Horse will be repeating his successful appearance on T/V in a brand-new T/V Commercial. This will be enjoyed during the winter by 15,000,000 viewers *all over the country*—on London, Midlands, Northern, Scottish and Welsh Television programmes!

NATIONAL DAILIES Your customers cannot fail to see the ZUBES Press advertisements

— thanks to nation-wide coverage! Between November 1957 and March 1958 no less than 49,301,000 readers of the Daily Express, Daily Mail, Daily Herald, News Chronicle, Daily Sketch and Daily Mirror will see a new series of hard-hitting advertisements featuring the popular ZUBES Horse.

Watch your ZUBES sales race ahead, when your customers respond to these National campaigns. And here's a tip straight from the Horse's mouth—NOW is the time to stock up!

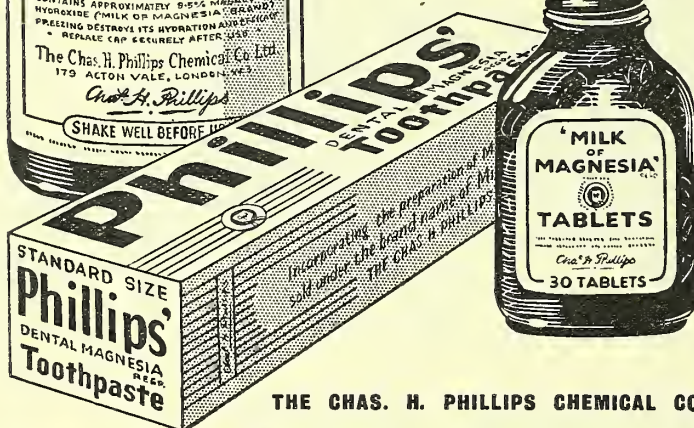




THREE'S COMPANY!

When making a Phillips' display it will pay you to include all three products. Your regular customers for 'Milk of Magnesia' will be grateful for the reminder that 'Milk of Magnesia' Tablets are a convenient pocket aid for the effective relief of acid indigestion.

And all who know and trust 'Milk of Magnesia' will appreciate the unique value of Phillips' Toothpaste in combating mouth acid, the main cause of tooth decay.



Display & Recommend
all three members of the
PHILLIPS'
Family

THE CHAS. H. PHILLIPS CHEMICAL CO., LTD., 179 ACTON VALE, LONDON, W.3.



CORKS

PRESCRIPTION BOTTLES

require top grade cork stoppers which permit no leakage.

Chemists who know from experience, continually specify Robinson Corks—the first class quality never varies.

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Remedy
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We are spending thousands of pounds in advertising our re-styled Mayfair machine to the public. The Mayfair is now available in many attractive colours—yellow, eau-de-nil, pink, blue or white.

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ORDER NOW BEFORE THE RUSH STARTS

Get ready to profit from Owbridge's new, bigger-than-ever commercial television presentations! All day time spots and 15-second shows are featured throughout the peak selling period — starring well-known actors and actresses — effectively putting over the Owbridge story to millions of viewers.

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WAY YOU
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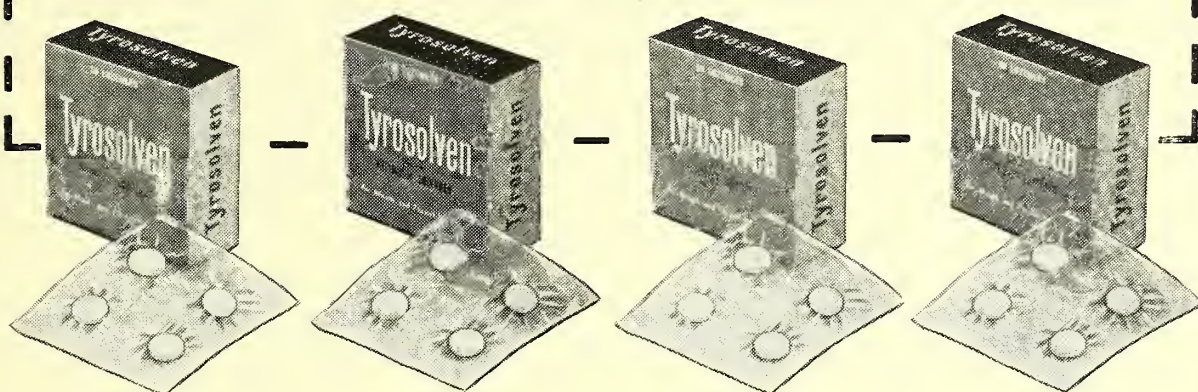


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WILL SELL BETTER
THAN EVER**

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TYROSOLVEN for the sore
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ORDER NOW

Offer closes November 9th, 1957

You can get the Tyrosolven Bonus by direct order, but we will invoice through your usual Wholesaler, if you wish. Any number of parcels may be ordered.

The BONUS PARCEL

4-dozen Tyrosolven

20 lozenge packs

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CAMBORNE, CORNWALL. Premier retail trading position close to Woolworths, Scotch Wool & Hosiery Stores, Liptons, Timothy Whites, etc. Newly erected block of five shops with first-floor showroom (no residential accommodation). Units available for letting at reasonable rents. Ideal opening for a good-class chemists business. Further particulars obtainable from Edward Erdman & Co., 6 Grosvenor Street, London, W.1. C 1000

BUSINESSES FOR DISPOSAL

SCARBOROUGH. Chemist business and freehold property for sale. Well stocked. Main road. Good living accommodation. Established 70 years. Full particulars from Mrs. Cummins, 62 Victoria Road, Scarborough. C 1004

BUSINESSES WANTED

PUBLIC COMPANY wishes to purchase for cash established manufacturing business with minimum net profit of £10,000 per annum. Food chemicals or confectionery. Active management can remain. Full details in confidence to: Accountants, Lawrence Kershaw & Co., Chartered Accountants, 108 Park Street, London, W.1. C 7193

APPOINTMENTS

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Senior Pharmacist and Pharmacist required at Bethnal Green Hospital (350 Acute beds). The department has recently been modernised and is approved for training students. N.H.S. Scale within the range £680-£870 for Senior Pharmacist and £600-£815 for Pharmacist, plus appropriate higher qualification allowance. Apply with details of age, training and experience to the Group Secretary, 213 Kingsland Road, London, E.2. C 344

CLACTON & DISTRICT HOSPITAL

Dispenser (part-time) required for 1½ hours per week at above hospital. Whitley Council scale. Applications to Group Secretary, Colchester Group Hospital Management Committee, 14 Pope's Lane, Colchester, Essex. C 7192

GOODMAYES HOSPITAL, BARLEY LANE, GOODMAYES, ESSEX

Assistant-in-Dispensing Applications are invited for the above post. Full time. Salary aged 22 or over £375 x £15 (3) x £20 (1) x £15 (2) x £20 (1)—£490 per annum plus London Weighting £20/£30 (according to age) for 39-hour-week. Applicants should possess the certificate of the Society of Apothecaries for which additional payment of £20 per annum will be made. Applications to the Secretary with names of two referees should be sent immediately. C 345

KING EDWARD VII HOSPITAL, WINDSOR (Category III Hospital)

Pharmacist required. Apply with details of service and names of three referees to Secretary. C 7155

EDITORIAL APPOINTMENT

A vacancy occurs for a senior post on the Editorial staff of **THE CHEMIST AND DRUGGIST**. The work demands a pharmacist with full knowledge of organisations in pharmacy and the drug trade and experience of pharmaceutical journalism. Write stating age and experience to: Staff Director, Morgan Brothers (Publishers), Ltd., 28 Essex Street, Strand, London, W.C.2. C 4990

HOSPITALS FOR DISEASES OF THE CHEST

Pharmacist or Senior Pharmacist

Applications are invited for the above post at The London Chest Hospital. Salary in accordance with the Whitley Council scales. Applications, stating age, qualifications and experience, accompanied by two testimonials, to the House Governor, London Chest Hospital, E.2. C 7167

LAMBETH HOSPITAL, BROOK DRIVE, S.E.11

Assistant-in-Dispensing

required at the above hospital. Whitley Council rates of pay and conditions. Applications in writing, giving names of two referees to the Secretary. C 340

LEYTONSTONE (No. 10) HOSPITAL GROUP

Locum Pharmacist

Applications are invited for the above post at Whipps Cross Hospital, London, E.11. (Category V Hospital.) The hospital is ideally situated, being on the Central Underground Line within 20 minutes of Central London. Applications forms from the Hospital Secretary to be returned as soon as possible. C 350

LEYTONSTONE (No. 10) HOSPITAL GROUP

Assistant-in-Dispensing

Applications are invited for the above post at Whipps Cross Hospital, London, E.11. (Category V Hospital.) The hospital is ideally situated, being on the Central Underground Line within 20 minutes of Central London. Application forms from the Hospital Secretary to be returned as soon as possible. C 349

NAPSBURO (MENTAL) HOSPITAL

MANAGEMENT COMMITTEE, Nr. ST. ALBANS, HERTS

Senior Pharmacist

Applications are invited for the above post. £650 x £30—£830. New Pharmacy in course of construction. Applications to the Group Secretary, with names of two referees, endorsed "SENIOR PHARMACIST." C 301

LEYTONSTONE (No. 10) HOSPITAL GROUP

Pharmacist

Applications are invited for the above post at Whipps Cross Hospital, London, E.11. (Category V Hospital.)

The hospital is ideally situated, being on the Central Underground Line within 20 minutes of Central London.

Application forms from the Hospital Secretary to be returned as soon as possible. C 348

WEST MIDDLESEX HOSPITAL, ISLEWORTH, MIDDLESEX

Senior Pharmacist

required. Category V hospital with recently equipped modern sterile products laboratory. Interesting post affording excellent experience. Salary £650 — £830 per annum plus London Weighting. Assimilation point in salary scale according to experience, Whitley conditions. Apply giving age, qualifications, experience, names of referees to Group Secretary. C 7198

ST. LUKE'S HOSPITALS, BRADFORD, 5

Pharmacist or Senior Pharmacist

required. General and maternity unit. 947 beds. Whitley Council salary and conditions. Apply Hospital Secretary. C 7191

ST. MARGARET'S HOSPITAL, EPPING

Pharmacist

required (full-time or part-time) at the above hospital. Salary and conditions of service in accordance with those laid down by the Pharmaceutical Whitley Council. Apply giving details to Hospital Secretary. C 7166

ST. NICHOLAS HOSPITAL, TEWSON ROAD, PLUMSTEAD, S.E.18

Assistant-in-Dispensing

Whitley Council salary scale and conditions of service. Apply to Group Secretary, Memorial Hospital, Woolwich, S.E.18. C 7190

WEST MIDDLESEX HOSPITAL, ISLEWORTH, MIDDLESEX

Assistant-in-Dispensing

required. Interesting and varied duties, good experience. Whitley Salary scale with London Weighting. Apply giving details of age, experience and names of referees to the Chief Pharmacist. C 7199

WILLESSEN GENERAL HOSPITAL, HARLESDEN ROAD, N.W.10 (Category III Hospital)

Senior Pharmacist

wanted. Whitley conditions. Applications stating full particulars and names of two referees to Hospital Secretary. C 346

WEST MIDDLESEX HOSPITAL, ISLEWORTH, MIDDLESEX

Pharmacist

for main pharmaceutical department. Salary £580—£785 per annum plus London Weighting. Whitley conditions and assimilation point in salary scale according to experience. Apply giving age, qualifications, experience, names of referees to the Chief Pharmacist. C 7197

ROCHE

THE CHANCE OF A STEADY CAREER

Opportunities are offered to outstanding young men with drive and initiative wishing to start as medical representatives.

Vacancies occur in:

London and Home Counties
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N.E. England.
Midlands
Devon and Cornwall

Good salary, exceptional pension scheme, full expenses; successful applicants are assisted to own their own cars. First-class candidates desiring success and security should apply with full details to the Secretary, Roche Products Ltd., 15 Manchester Square, London, W.1. Applications will be treated as confidential.

C 7161

Appointments—Continued

ZANZIBAR GOVERNMENT MEDICAL DEPARTMENT Pharmacist-Storekeeper

required for one tour of 30-36 months in first instance. Salary scale (including Inducement Pay) £879 rising to £1,617 a year. Commencing salary according to age, qualifications and experience. Gratuity at rate 13½ per cent. total substantive salary drawn. Outfit allowance £30 usually payable. Free passages. Liberal leave on full salary. Candidates must be M.P.S. (Great Britain) and should have experience of medical storekeeping. Write to the Crown Agents, 4 Millbank, London, S.W.1. State age, name in block letters, full qualifications and experience and quote M3/44384/CD. C 7185

SITUATIONS VACANT RETAIL HOME

ASSOCIATED CHEMISTS, Sheffield, require Managing Pharmacist for modern dispensing business. Substantial salary. Directors fees and bonus offered to first-class man. Opportunity to invest. Full supporting staff. No accommodation but full assistance given if required. Appointment as managing director follows. Full particulars please to Secretary, 387 Attercliffe Common, Sheffield, 9. C 4992

UNQUALIFIED assistant, either sex, required for new pharmacy. Apply K. H. Rose, 64 Station Road, Upminster, Essex. C 4999

WANTED: Qualified assistant. £19 weekly, or locum. Herbert Turton, Ltd., 76 London Road, Stockton Heath, nr. Warrington. C 7001

RETAIL (OVERSEAS)

LADY PHARMACIST, for dispensing duties only, in large retail pharmacy. Two-year contract and assisted passage if desired. Salary £80 per month. Charles Holmes (Pvt.), Ltd., P.O. Box 1770, Salisbury, Southern Rhodesia. C 4964

WHOLESALE

ASSEMBLER/CHECKER required for ethical department. Would suit unqualified dispenser of either sex. Excellent wages, pension scheme, etc., etc. Apply Allied Drug & Chemical Co., 1 Robert Street, Hampstead Road, London, N.W.1. C 7170

ABBOTT LABORATORIES, LIMITED

desire to engage a pharmacist to fill a position in the department responsible for the development of pharmaceutical formulations. Preference will be given to Bachelors of Pharmacy and Fellows of the Society. In addition to this sound pharmaceutical and scientific training, an inventive and imaginative mind will be an essential quality. Previous experience in the formulation of pharmaceutical products will be an advantage but not essential. Please write in full details of education and career to date to the Secretary, Abbott Laboratories, Ltd., Bede Trading Estate, Jarrow, Co. Durham. Reference H.L. C 7188

A LABORATORY ASSISTANT is required with qualification or experience for the analysis of food and drugs, in a factory in pleasant surroundings in the Watford district. Five-day week, canteen and recreational facilities. Apply giving details of experience and salary required to Box C 7195.

BOOTS PURE DRUG CO., LTD., have a vacancy in their Sterile Products Laboratory at Nottingham for a man or woman to assist in development work connected with fine chemical and pharmaceutical manufacture. Applicants should have a degree in pharmacy or chemistry, or have the equivalent in qualification and experience. Applications to the Personnel Manager, Station Street, Nottingham. C 7157

CENTRAL SCOTLAND. Wholesale chemists require warehouse manager. Knowledge of staff control an advantage. Good prospects for young man. Reply stating wage, etc., to Box C 1006.

MAY & BAKER, LTD., Dagenham, Essex, are looking for a Senior Copywriter to take charge of their Copywriting Department and supervise the work of a team of copywriters covering ethical medical products and other pharmaceutical and chemical manufactures. Applicants should have several years' experience of medical copywriting. This is a senior appointment and salary will be commensurate with the responsibilities. Contributory pension scheme. Apply initially in writing to the Personnel Officer, quoting Reference No. 113. C 7158

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C 7135

MEDICAL REPRESENTATIVE

Applications are invited by an ethical pharmaceutical company, for the appointment of a medical representative in the Hampshire district.

Applicants should preferably have had previous experience in calling upon doctors, hospitals and retail chemists. They should be of good personality, not over 35, and hold a current driving licence. Non-contributory pension and bonus schemes in operation. Company car provided.

Apply in confidence to the Sales Manager, Box C 7178.

CHEMIST, male, 21-30, B.Sc., or A.R.I.C., for analytical work in pharmaceutical laboratory, Portsmouth area. Industrial experience an advantage. Good commencing salary, regular review. Five-day week, non-contributory pension scheme. Write Personnel Manager, Box C 7181.

EXPORT CORRESPONDENT required by British Schering, Ltd., preferably experienced in the handling of correspondence with overseas markets and with some knowledge of export procedure. Knowledge of languages and familiarity with the marketing of medical specialities an advantage. Pension scheme available. Apply in confidence to: Personnel Officer, British Schering, Ltd., 229-231 Kensington High Street, London, W.8. C 7186

IMPORTANT and very well-known pharmaceutical company require sales promotion manager under 40 to handle their business in the United Kingdom. Good salary offered; excellent prospects for future as the company intend to develop sales. Pension scheme available. All applications treated as strictly confidential. Box C 7189.

MEDICAL REPRESENTATIVES

Applications are invited from either Pharmacists or those having Pharmaceutical background for positions as Medical Representatives.

As a result of expansion these positions are available in all parts of the United Kingdom.

Successful applicants will participate in the Company's non-contributory Pension Scheme and also be provided with a Company car.

A good starting salary is offered for these positions and expenses allowed. Applicants should state territory in which they are interested, giving full details of past career, etc., quoting reference D 7368, to Box C 7187.

MEDICAL REPRESENTATIVE, either sex, required for London area. Experienced in calling on general practitioners. Whilst preference will be given to pharmacist, applicants should give adequate details of experience, education and/or academic attainment, to warrant consideration. Excellent position with good prospects offered to suitable applicants. Apply in writing to the Managing Director, Borex (marketing), Ltd., 47-51 Exmouth Market, E.C.1. C 7184

Situations Vacant—Continued**KIMBERLY-CLARK LIMITED**
(Kleenex is one of our Products)
have a vacancy for a
REPRESENTATIVE
in
**SOUTH-EAST LONDON and
THE MIDLANDS**

In order to qualify, applicants must reside and have had at least five years' experience, calling on the Pharmaceutical and/or Grocery trades in either of these areas; be able to produce proof of an above-average sales record, and be between the ages of 28-40. School Certificate or equivalent is a minimum qualification.

We offer a liberal salary, bonus, expenses and a car, together with a non-contributory pension scheme to a man capable of accepting additional responsibility and advancement within a rapidly expanding international organisation. Apply in writing with full particulars to:

The Sales Manager,
Kimberly-Clark, Ltd. (CD),
11 Grosvenor Gardens,
London, S.W.1.

C 7176

OLD-ESTABLISHED manufacturing chemists require a first-class salesman. Keen, ambitious man in the 25-35 age group, preferably with experience in selling to retailers and in possession of a current driving licence. Salary, generous luncheon allowance, and full expenses will be paid and a car provided. After a qualifying period participation in the Company's free pension scheme is automatic. Details of education and past experience must be provided which will be treated in strict confidence. Box C 7182.

MEDICAL REPRESENTATIVE

with pharmaceutical or medical background required by large firm of manufacturing chemists to interview doctors, hospitals and chemists in the following areas:—

**NORFOLK
SUFFOLK
ESSEX**

Resident in Essex or N.E. London. Car provided. Salary and expenses. Pension scheme. Apply giving age and full details of qualifications and experience. *Essential also to state salary required.* Box C 7177.

PACKAGING SUPERVISOR (male or female) required by manufacturing chemists, in department handling tablets, etc., in small and bulk packs. Must have had previous experience and be used to controlling staff. Apply Box C 7175. **THOMAS KERFOOT & CO., LTD.**, manufacturing chemists, require the services of an experienced medical representative for a territory based on Manchester. A company car is provided and pension scheme in operation. Please apply with fullest details as to age, qualifications and experience to: Thomas Kerfoot & Co., Ltd., Vale of Bardsey, Ashton-under-Lyne, Lancs. C 7180

WHEN MR. A joined our Sales staff in March 1954 he held an administrative appointment at £600 per annum. He enjoyed sales work and found that our training plus his own hitherto unsuspected talents brought him success to the point where his income for the balance of the year 1954 was £634, for 1955 £1,289, and for 1956 £2,040. His sales success and earlier background enabled him to qualify for management and 1957 saw him appointed an assistant manager at one of our branches. We hope Mr. A will go further and he for his part rejoices at being out of the rut and on his way. As a progressive and expanding organisation we are looking for more Mr. A's. If you think you may be one please write in confidence to: J. H. B. Clover, Manager U.K. Branches, Confederation Life Association, 18 Park Lane, London, W.1. C 7194

WILLIAM R. WARNER & CO. LTD. (incorporating Richard Hudnut, Ltd.), have a vacancy in their new manufacturing laboratories at Eastleigh for an assistant manufacturing chemist (bulk pharmaceutical and cosmetic liquids, creams and powders). Degree or diploma in pharmacy or science, and experience desirable. Good conditions, non-contributory pension scheme. Large organisation offering good prospects. Please write full particulars and salary required to Personnel Manager, Wm. R. Warner & Co., Ltd., Eastleigh, Hants. C 7196

WILLIAM R. WARNER & CO., LTD., have a number of vacancies for trainee medical representatives age 22-25. Candidates must be of good appearance and pleasing personality and should have some medical or pharmaceutical background although this is not essential: The successful applicants will be given a thorough training. Work will be mainly in the London area but men must be willing to travel anywhere in the country, possibly for short periods to assist established representatives. A non-contributory pension scheme is in operation, a car will be provided and those who make satisfactory progress can be sure of promotion. If you are prepared to work hard to make a career for yourself in this interesting field, write in confidence giving details to Personnel Manager, William R. Warner & Co., Ltd., Eastleigh, Hampshire. C 7201

WRIGHT, LAYMAN & UMNEY, LTD., 42-50 Southwark Street, S.E.1, require assistant charge-hand for chemical and dry counter. Pension fund; canteen, good working conditions. Apply Warehouse Manager. C 7179

WILLIAM R. WARNER & CO., LTD.
Owing to the continued expansion of our activities, we are looking for additional representatives in:

Birmingham
Aberdeen & East Scotland
Glasgow & Edinburgh
London

The men we select will be between 25 and 35 years of age and must reside on their territories. A good appearance and pleasing personality are important. Previous experience is desirable but not essential; comprehensive training and all necessary guidance will be given as required. The appointments are permanent and offer opportunities for promotion. Our generous salary scale offers rewards for men of merit; a non-contributory pension scheme is in operation and a car will be provided. If you are interested in an appointment of this nature, write in confidence giving details to Personnel Manager, William R. Warner & Co., Ltd., Eastleigh, Hampshire. C 7200

WHOLESALE (OVERSEAS)

A LEADING pharmaceutical house invite applications from pharmacists for a vacancy in the sales force of their branch organisation in Salisbury, Rhodesia. This will appeal to young men aged 25-32, preferably single, anxious to go abroad. Comprehensive training will be given in the United Kingdom. The position offers scope for advancement within a growing organisation and the salary will be fully commensurate with qualifications, experience and the responsibilities involved. Apply initially in writing to Box C 7173.

A LEADING pharmaceutical house invites applications from suitably qualified persons to fill an important vacancy in the sales force of their branch office in Nairobi. The position will appeal to young single men with sound retail or hospital background. Representative experience in the ethical field will carry some measure of preference. Duties will consist of the promotion of the Company's products to the medical profession, hospitals and trade, and will entail short tours within the territories. Full training will be given. Contributory pension scheme. Apply initially in writing giving full details of experience to Box C 7159.

AGENTS WANTED**AGENTS WANTED**

ARE YOU LOOKING for a first-class agency which will liberally reward integrity, hard work, conscientiousness? One which really does bring regular and frequent repeat orders, offers a first class range of competitively priced plastic babywear, which is rapidly becoming the most popular in the country, immediate delivery, attractive show material, and backed by our young and enthusiastic staff? If you are, then we are looking for you! We can offer sole representation to Retail and Co-operative Chemists in East Anglia, Leics, Warwick, Worcs, Herefords, Shropshire, Staffs, Cheshire, N. Wales, Derbys, Notts, Lancs, Yorks, Westmorland, Cumberland, Durham, Northumberland, Isle of Man. Men (or women) willing to devote at least 50 per cent. of their time to selling our products should apply giving full details of area covered, frequency of calls and other products carried, etc., to Box C 1002.

AGENTS with live wholesale-retail connections in chemists, hairdressing, and electrical trades required to expand existing business with well-known Swiss-made Electric Dry Shavers of international repute. Generous commission. Existing accounts handed over. Areas: 1, Midlands; 2, North of England/Scotland. Apply Box C 4997.

IMPORTERS require agents in all areas calling on the wholesale trade for the sale of fast-selling lines. Box C 4994.

SITUATIONS WANTED**RETAIL HOME**

POST-GRADUATE apprenticeship of one year required at a high-class pharmacy in the London area. Box C 4995.

WHOLESALE

EXPERIENCED REPRESENTATIVE (41) requires change. Resident London, sound ethical knowledge, well connected Home Counties. Impeccable sales record and references. Interested ethicals, perfumery or sundries. Would travel Europe if required. Box C 1001.

REPRESENTATIVE, ten years' successful and friendly connection chemists in Cambs, Norfolk, Suffolk, Essex, seeks change. Firm with C.F. policy preferred. Own car. Excellent references. Box C 1005.

SOLE REPRESENTATIVE, Northern Ireland, free owing to change in policy present firm. Strongly recommended by same. Excellent connection chemists, doctors, hospitals. Seeks position with firm of repute or would welcome suggestions. Box C 4998.

SUDANESE post-graduate requires one year's manufacturing training fulfilling Society's requirements with view of future business co-operation. Box C 4996.

BUSINESS OPPORTUNITIES

HALIBUT-LIVER OIL CAPSULES, B.P. A most attractive capsule guaranteed to comply with vitamin requirements for H.L.O. and Vit. A and D capsules. Exceptionally low prices for bulk and packed. Enquiries for small or large quantities invited. Theakrook Pharmaceuticals, Ltd., 14 York Buildings, Hastings, Sussex. C 7136

**WHOLESALE'S
OPPORTUNITY**

WELL KNOWN manufacturer wishes to contact wholesale chemists who would be interested in the distribution of a razor blade for permanent retail by Chemists only. Write Box C 4971.

WANTED

LARGEST CASH BUYERS of photographic equipment of every description, outdated film and paper, etc. Spears, 14 Waring St., Shudehill, Manchester, 4. Phone Blackfriars 1916. Bankers: Midland Bank, Ltd. C 341

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone:—Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Bayswater 4020 and 7692. C 140

MISCELLANEOUS SALES

100 BAYS of brand new adjustable steel shelving, 72 in. high by 34 in. wide by 12 in. deep, stove-enamelled bronze green. Sent knocked down—6 shelf bay—£3 15s. Sample delivered free. Quantity discounts. N. C. Brown, Ltd., Eagle Steelworks, Heywood, Lancs. Telephone: 69018. C 7137

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Glass containers, clear, strong and attractive to the buyer's eye, also excel in preserving the essential goodness of products. By their "seeability" they declare the quality of the contents, creating strong sales appeal. And the glass which excels on all counts is Key Glass. Closures of all kinds are also supplied — printed, embossed or plain.



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The
CHEMIST AND DRUGGIST

OCTOBER 12 1957

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